

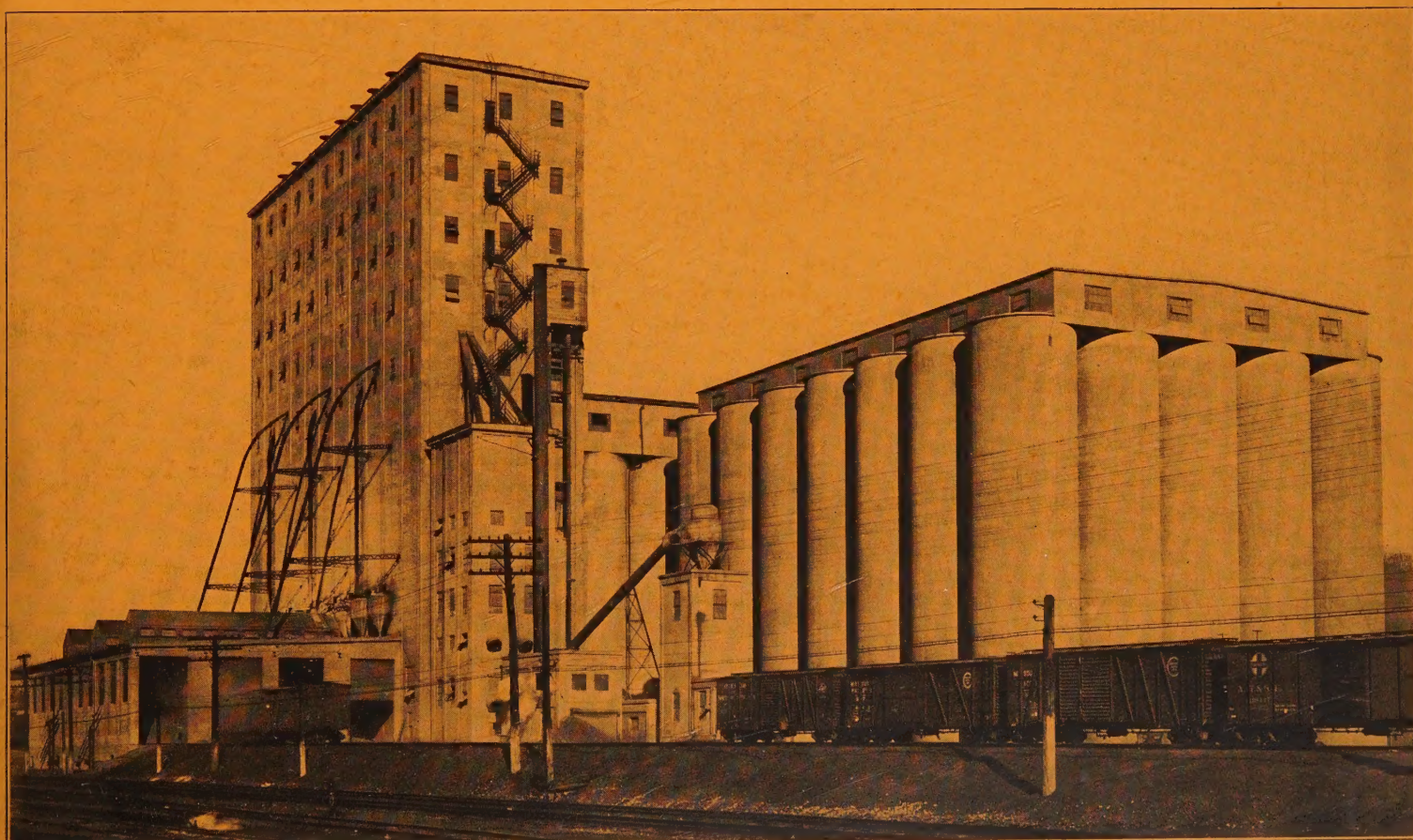
# GRAIN DEALERS JOURNAL

Devoted to the construction and operation of better grain, feed and field seed handling plants.

## In This Number:

The Survey of Grain Inspection  
 Linseed Meal Valuable Feed  
 Montreal Grading U. S. Wheat Higher  
 All Grain With Odor Is Not Musty  
 Tariff Revision Recommended  
 Ration Cannot Be Figured from Chemical Analysis  
 Carrier Liable for Delay  
 North Dakota Farmer Grain Dealers at Fargo

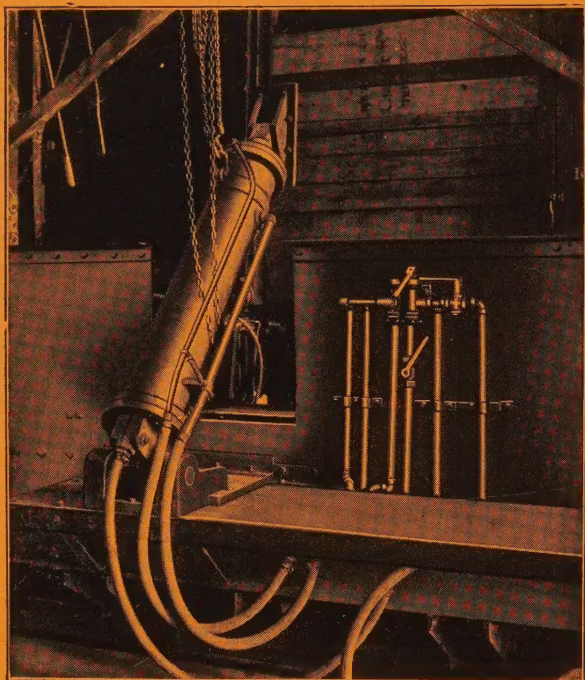
Seed Value of Frosted Wheat  
 Grain Futures of 1928 Charted  
 Care of Hand Fire Extinguishers  
 Grain and Feed Dealers Meet at Los Angeles  
 Legislation at Washington  
 Illinois Farmers Grain Dealers Ass'n at Joliet  
 Omaha Celebrates 25th Anniversary



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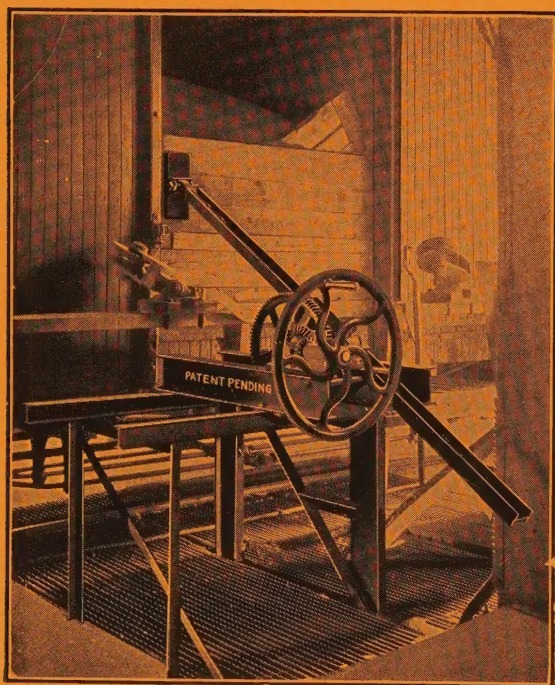
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## Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

*HAVING YOUR name in this directory will introduce you to many old and new firms during the year, whom you do not know or could not meet in any other way. Many new concerns are looking for connections, seeking an outlet or an inlet, possibly in your territory. It is certain that they turn to this recognized Directory, and act upon the suggestions it gives them. The cost is only \$10 per year.*

### AMARILLO, TEXAS.

Barefield Grain Co., grain, hay, field seeds.\*  
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Bennett & Co., Jas. E., grain, stocks, provisions.  
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Henderson Grain Co., grain merchants.  
Kearns Grain & Seed Co., grain, field seeds.\*  
Panhandle Grain Corp., domestic and export grain.  
Stone, Lester, grain merchant.\*  
Strader Grain Co., U. S., grain, seed, feed.\*

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Carhart Code Harwood Co., grain commission.  
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Clement, Curtis & Co., members all exchanges.\*  
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Doern-Scarritt-Hannah Co., commission merchants.\*  
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Harris, Winthrop & Co., grain commission.\*  
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Hulburd, Warren & Chandler, stocks, bonds, grain, etc.\*  
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De Molet Grain Co., receivers-shippers  
Early & Daniel Co., recvrs-shprs, feed mfrs\*  
Ferguson Bros., Inc., grain, hay, feeds  
Fitzgerald Bros. Co., recvrs-shprs hay-grain\*  
Granger & Co., Dan B., hay, grain recvrs-shprs\*  
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Runsey & Company, commission merchants  
Scholl Grain Co., receivers and shippers\*

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\*Members Grain Dealers National Association.

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Doggett Grain Co., wholesale grain.\*  
Finley, W. H., wholesale grain broker.

### DANA, IND.

White, E. O., buyer of all grades salvage grain.

### DECATUR, ILL.

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Decatur Grain & Elevator Co., grain dealers.\*  
Evans Elevator Co., grain merchants.\*  
Hight Elevator Co., grain merchants.\*

### DELPHOS, OHIO.

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### DENVER, COLO.

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Conley-Ross Grain Co., The, grain and beans.\*  
Farmers Union M. & E. Co., millers, grain mchts.\*  
Houlton-Connell Grain Co., wholesale grain.\*  
Kellogg Grain Co., receivers and shippers.\*  
Rocky Mountain Grain Co., export and domestic grain.\*

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#### Board of Trade Members.

Des Moines Elevator & Grain Co., corn and oats.\*  
Lockwood Grain, Inc., grain merchants.\*

### DETROIT, MICH.

#### Board of Trade Members.

Caughy Co., Frank T., grain merchants, feed mfrs.\*  
Blinn, Fred W., grain dealers.\*

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#### Board of Trade Members.

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Isely Lbr. Co., The C. C., cane seed, wheat, kafir.\*

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### ENID, OKLAHOMA.

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Enid Terminal Elevator Co., public storage.

### FAIRBURY, NEBR.

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### FORT DODGE, IOWA.

Christensen, Geo., grain broker exclusively.

### FORT MORGAN, COLO.

Lieber Grain Co., export & mlg. wheat, coarse grain.\*

### FORT WAYNE, IND.

Egley, C. G., hay, grain, feed salt.

### FORT WORTH, TEX.

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Claiborne, H. L., mgr. J. S. Bache & Co., futures.  
Collins Grain Co., hay, grain, alfalfa meal.  
Dorsey Grain Co., strictly brokers, consignments.  
Exchange Commission Co., consignments, commission.\*  
Ft. Worth Elevators & Whsg. Co., public storage.  
Gladney Grain Co., consignments.  
Kimball Milling Co., grain merchants, pub. storage.  
Ralston Purina Co. of Texas, feed.  
Rogers Co., E. M., strictly bkg. and consignments.\*  
Simons Grain Co., J. A., Texas oats, sorg. specialists.\*  
Smith-Ingraham Grain Co., domestic, expt. consgmts.\*  
Texas Grain & Seed Co., milo, kafir, red oats.\*  
Tillery Grain & Com. Co., export, bkg. consgmts.\*  
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Universal Mills "Superior Feeds."

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Jockusch, Julius W., grain exporter.\*  
Shaw, Thomas F., export grain.\*

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Hoagland, R. B., wholesale grain.\*

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#### Merchant Exchange Members.

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South Texas Grain Co., grain & feed.\*

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#### Board of Trade Members.

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Boyd Grain Co., Bert A., strictly brokerage & com.\*  
Cleveland Grain Co., grain commission.\*  
Hart Bros. Grain Co., grain commission.\*  
Kinney Grain Co., H. E., receivers and shippers.\*  
Maibucher Grain Co., C. Wm., grain merchant.\*  
Montgomery Grain Co., P. M., receivers and shippers.\*  
Steinhart Grain Co., commission and brokerage.\*  
Witt, Frank A., grain commission and brokerage.\*

### KANSAS CITY, MO.

#### Board of Trade Members.

Davis Grain Co., A. C., grain commission.  
Davis-Hunt Grain Co., consignments, futures.  
Davis-Noland-Merrill Grain Co., grain mchts.\*  
Denton Grain Co., Oliver, consignments.\*  
Ernst Davis Commission Co., consignments.\*  
Lichtig & Co., H., kafir, milo, screenings.  
Logan Bros.-Hart Grain Co., receivers and shippers.\*  
Mid-Continent Grain Co., grain merchants.  
Moore-Seaver Grain Co., grain receivers.\*  
Norris Grain Co., wheat, oats, barley, corn.\*  
Rocky Mountain Grain & Com. Co., consignments.\*  
Scoular-Bishop Grain Co., consignments.\*  
Shannon Grain Co., consignments.\*  
Uplike Grain Corp., consignments.  
Vanderslice-Lynds Co., consignments-futures.\*  
Wolcott & Lincoln, consignments, futures.\*  
Wilser Grain Co., consignments.\*  
Wyandotte Elevator Co., grain merchants.\*

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Ryon Grain Co., grain, beans, produce.\*

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Satterwhite Bkg. Co., grain, feedstuffs, grain products.

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Kentucky Public Elevator Co., storers and shippers.\*  
Thomson Elevator Co., grain dealers.  
Zorn & Co., S., receivers and shippers.\*

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Scott & Sons Co., O. M., soy beans.

### MEMPHIS, TENN.

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Buxton, E. E., broker and commission merchant.\*

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Cereal Grading Co., grain merchants.\*  
Davies Co., F. M., grain commission.\*  
Fraser-Smith Co., grain merchants.\*  
Hallett & Carey Co., grain merchants.\*  
Hiawatha Grain Co., screenings.\*  
McCaull-Dinsmore Co., grain merchants.\*  
McGuire Company, Arthur, shprs. b'wheat, m'eats.  
Scroggins Grain Co., grain merchants.\*  
Sheffield Elevator Co., shippers of grain.\*  
Sterling Grain Co., choice oats.\*  
Stuhr-Seidl, shippers grain and feed.\*

(Continued on next page.)



# Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

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Produce Exchange Members.

Abel-Whitman Co., Inc., The, grain, feed, bkg.\*

## NORTH PLATTE, NEBR.

Leypoldt Co., D. M., whse. shprs. hay, seeds, gr. broks.

## OKLAHOMA CITY, OKLA.

Acme Milling Co., millers & grain dealers.\*  
Bennett & Co., Jas. E., grain, stocks, provisions.  
Cowan Grain Co., grain, mill feed, seeds, hay.\*  
Hardeman-King Co., millers, grain dealers.\*  
Marshall-Masters Grain Co., gr., seeds, mill feeds, hay.  
Mid-State Grain Co., The, grain & feed mchts.  
Winters Grain Co., grain merchants.

## OMAHA, NEBR.

Grain Exchange Members.

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Crowell Elevator Co., receivers, shippers.\*  
Lucke-Gibbs Grain Co., consignments.\*  
Scouler-Bishop Grain Co., wheat, corn, oats.\*  
Trans-Mississippi Grain Co., receivers and shippers.\*  
Udpike Grain Co., milling wheat.\*

## PEORIA, ILL.

Board of Trade Members.

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Cole Grain Co., Geo. W., receivers and shippers.\*  
Dewey & Sons, W. W., grain commission.\*  
Feltman Grain Co., C. H., grain commission.  
Luke Grain Co., grain commission.\*  
Miles, P. B. & C. C., grain commission.\*  
Turner Hudnut Co., receivers and shippers.\*  
Rumsey, Moore & Co., consignments.\*

\*Members Grain Dealers National Association.

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Commercial Exchange Members.

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Stites, A. Judson, grain and millfeed.\*  
Tidewater Grain Co., recvrs., shprs., exporters.\*

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McCague, Ltd., R. S., grain, hay.\*  
Stewart & Co., Jesse C., grain and mill feed.\*  
Walton Co., Sam'l, receivers and shippers.\*

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Northern Grain Whse. & Mktg. Co., grain merchants.

## PONTIAC, ILL.

Balbach, Paul A., grain buyers, all markets.

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Langenberg Bros. Grain Co., grain commission.\*  
Martin Grain Co., grain commission.\*  
Geo. C. Martin Co., grain commission.\*  
Morton & Co., grain commission.\*

## ST. LOUIS, MO. (Continued).

Nanson Commission Co., grain commission.\*  
Picker & Beardsley Com. Co., grain and grass seed.\*  
Schwarz Grain Co., receivers and shippers.\*

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Custenbolder & Co., E. T., buyers-sellers grain.\*  
Wells Co., The J. E., wholesale grain.\*

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Southworth & Co., grain and seeds.\*  
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Wallingford Grain Co., field seeds, kafir, mlio.\*  
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20,000 " 96,950 " "	" 48 "
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**Currus Grain Co.,**  
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208 S. La Salle St., Chicago

Stocks Bonds Grain Cotton

**CHICAGO GRAIN & SALVAGE CO.**

Dealers in

**Salvage Grain**

Grain, Feeds, Etc.

WRITE OR WIRE

1911 N. Laramie Street

Chicago

**DOERN-SCARRITT-HANNAH CO.**

Formerly POPE &amp; ECKHARDT CO.

COMMISSION MERCHANTS

111 W. Jackson Street

Consignment and your offers of Grain To  
Arrive will always receive close attention.**E. W. BAILEY & CO.**

843 Rand-McNally Bldg., CHICAGO

**Commission Merchants**

Receivers and Shippers of

GRAIN, SEEDS, PROVISIONS

**J. C. SHAFFER GRAIN CO.**

Grain Merchants

111 W. Jackson Boulevard

Chicago, Ill.

**CARHART CODE HARWOOD CO.****Grain Commission**

111 W. Jackson St. CHICAGO

**Stratton Grain Company**

Grain Merchants

Continental Bank Bldg.  
Chicago, Ill.



Board of Trade  
Members

## CHICAGO

Board of Trade  
Members

### Cross, Roy & Harris

Incorporated  
Postal Telegraph Building, Chicago  
**GRAIN COMMISSION**  
*We Specialize in Hedging and Spreading Operations  
Between Terminal Grain Markets*

### Rosenbaum Grain Corporation

POSTAL TELEGRAPH BUILDING  
Cash and Futures CHICAGO, ILLINOIS Private Wires

### PHILIP H. SCHIFFLIN & CO.

**Grain Commission**  
855 Rand-McNally Bldg. CHICAGO

### YOUR NAME

where every progres-  
sive grain dealer will  
see it, will convince  
them you are in busi-  
ness today.

That is in the  
**Grain Dealers Journal**  
OF CHICAGO

## BARLEY WANTED

Two Rowed and Heavy White

*Send Samples*

*Also Send Samples Buckwheat*

### The Quaker Oats Company

Grain Department Chicago, Illinois

Board of Trade  
Members

## KANSAS CITY

Board of Trade  
Members

### DAVIS-NOLAND-MERRILL GRAIN CO.

Board of Trade  
Kansas City, Mo.

Operating

**SANTA FE ELEVATOR "A"**  
6 000,000 Bushels

Modern Fireproof Storage



*Ask for our bids on Wheat, Corn, Oats, Rye and Barley for ship-  
ment to Kansas City and the Gulf—Special Bin Storage Fur-  
nished at Regular Storage Rates.*

### WOLCOTT & LINCOLN

Incorporated  
Operating Alton Elevator  
**CONSIGNMENTS**

Future orders executed in all markets  
801-810 Board of Trade, Kansas City  
Hutchinson, Kans. Salina, Kans.  
Wichita, Kans.


WHEAT  
and  
OATS

### NORRIS GRAIN CO.

Norris Elevator—Murray Elevator

CORN  
and  
BARLEY

### CONSIGN

ERNST-DAVIS COM. CO.  
Kansas City

### A. C. DAVIS GRAIN CO.

Grain Commission  
Mill Orders a Specialty  
Consignments and Future Orders Solicited  
KANSAS CITY, U. S. A

### SHANNON GRAIN COMPANY

**CONSIGNMENTS**

1124 Board of Trade KANSAS CITY, MO.

Figure the amount of advertising carried—Can you doubt our ability to **Produce Results**

It is the returns from advertising that permits the maximum of service to our readers. Please specify the  
**Grain Dealers Journal**  
when writing an advertiser

When writing advertisers mention the Grain Dealers Journal of Chicago which works to improve your trade conditions. By so doing you help it and your own business.



# DENVER

A busy grain and milling center equipped to handle shipments promptly. A quick, active market featuring beans in addition to all grains. Any Grain Exchange member listed below is equipped to serve you.

**Houlton Connell Grain Co.**

*Wholesale Grain  
Get in touch with us.*

**Kellogg Grain Co.**

*Receivers shippers of all kinds of grain.*

**The Conley-Ross Grain Co.**

*Wholesale Grain.*

**Farmers Union Mfg. & Elev. Co.**

*Wholesale Grain and Feed.  
38th and Wynkoop Sts.*

**The Ady & Crowe Mercantile Co.**

*Grain, Hay, Beans.*

**Rocky Mountain Grain Co.**

*Grain Merchants—Export and Domestic.*

Note:—All grain bought by members of the Denver Grain Exchange which is graded at Denver and which does not come up to contract grade is discounted by three disinterested members of the Exchange when discount is not provided for in the contract.

Corn Exchange  
Members

## BUFFALO

Corn Exchange  
Members

Send your consignments to

**Seymour-Wood Grain Co.**

BUFFALO,

N. Y.

**J. G. McKILLEN, INC.**

RECEIVERS

Consignments a Specialty

BUFFALO

NEW YORK

"All Your Needs in Grain and Feeds"

**SUNSET FEED AND  
GRAIN CO. Inc.**

Chamber of Commerce 2-: Buffalo, N. Y.  
CONSIGNMENTS SOLICITED

Board of Trade  
Members

## DES MOINES

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**Des Moines Elevator & Grain Co.**

DES MOINES, IOWA

Terminal and 12 country stations. Capacity 1,000,000 bushels

We specialize in Oats and High Grade Corn  
Oats sacked for Southern Trade.

**LOCKWOOD GRAIN, Inc.**

Des Moines, Iowa

We Buy and Sell

**CORN and OATS**

Board of Trade  
Members

## PEORIA

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Members

**P. B. and  
C. C. Miles**

Established - 1875  
Incorporated - 1910

Peoria, Illinois

Handling Grain on Commission  
Our Specialty

**Turner-Hudnut Company**

Receivers **GRAIN** Shippers

42-47 Board of Trade

**Rumsey, Moore & Co.**

*Solicits Your Consignments*

Board of Trade Peoria, Ill.

**W. W. DEWEY & SONS**

**COMMISSION MERCHANTS**

33-35 Board of Trade PEORIA, ILL.

There is no better time to advertise than the present. Better start before your competitor. Write the JOURNAL today.

We have induced reliable advertisers to talk to you.  
If they interest you, mention that you saw it in The

# Grain Dealers Journal



Chamber of Commerce  
Members

## MINNEAPOLIS

Chamber of Commerce  
Members

### OATS

Use Our—

GIANT oats 40 to 42, Natural No. 2  
White—for seed.  
SUNRISE oats 38 to 40, Natural No. 2  
White—for poultry and racehorse feed.  
SENATOR oats 36 to 38, No. 3 White  
—for milling, crimping or feed.

WE SPECIALIZE IN CHOICE OATS

**Sterling Grain Co.**

1254 Chamber of Commerce,  
Minneapolis, Minn.  
Operating Sterling Elevator 1,500,000  
bu. capacity.

### CEREAL GRADING COMPANY

CHAMBER OF COMMERCE, MINNEAPOLIS, MINN.

### GRAIN

We Buy, Sell, Store and Ship all Kinds of Grain, Choice  
Milling Wheat and Rye Selected by Expert Buyers.  
Own and Operate Elevator "L."

### HALLET & CAREY CO.

Grain Merchants

Minneapolis Duluth Winnipeg

### Fraser-Smith Co. GRAIN

Minneapolis - Milwaukee Cedar Rapids

### McCaul-Dinsmore Co. Grain Merchants

Minneapolis Duluth

### Want an Elevator?

Then consult the "Elevators  
for Sale" columns in this issue  
of the Grain Dealers Journal.

### Cover's Dust Protector

Rubber Protector, \$2.00  
Sent postpaid on receipt  
of price; or on trial to re-  
sponsible parties. Has auto-  
matic valve and fine sponge.  
**H. S. COVER**  
Box 404 South Bend, Ind.



10,000 SHIPPERS  
Are now using

### TYDEN CAR SEALS

Bearing shipper's  
name and consecu-  
tive numbers.

Prevent  
CLAIM LOSSES  
Write for samples  
and prices

INTERNATIONAL SEAL & LOCK CO.  
617 Railway Exchange Bldg., Chicago, Ill.



When In Minneapolis  
Stay At

### The NEW NICOLLET HOTEL

Opposite Tourist Bureau on  
Washington Avenue  
The Northwest's Finest Hotel.  
600 rooms with bath or  
connecting.  
Every room an outside room.  
Largest and Finest Ballroom  
in Northwest.

#### Rates:

59 Rooms at \$2.00	257 Rooms at \$2.50
68 Rooms at \$2.50	41 Rooms at \$4.00
84 Rooms at \$3.00	38 Rooms at \$5.00
Suites and Special Rooms at \$6.00 to \$9.00.	

#### MAIN DINING ROOM COFFEE SHOP

3 Blocks from both Depots, Re-  
tail Center and Wholesale Center.

Under Management  
W. B. Clark

### The McMillin Wagon & Truck Dump THE POWERFUL DUMP

Our quick, simple, safe and easily  
operated arrangement for attaching and  
detaching to the front wheels of a  
vehicle does away with the many ob-  
jectionable features in truck dumps—  
as there is nothing lifted but the front  
end of the vehicle.

The lifting arrangement being con-  
nected to the overhead trolley is a  
simple way of hoisting at any point  
along the track, and causes this dump  
to be able to dump into one single  
dump door or any number of dump  
doors regardless of the length of the  
vehicle or the distance the dump doors  
are apart.

This dump is doubly strong for the  
heaviest loads, vehicles can be raised to  
any angle and stopped, or stopped at  
any point.

Standard sized dump doors are all  
that is required. And dumps equipped  
for hand and power operation. Two  
horse power motor or a 4" belt from  
other machinery is sufficient power.

**L. J. McMILLIN**

525 Board of Trade Building  
Indianapolis, Indiana

### WHY-A-LEAK —STOP IT—

#### BAD ORDER CARS

cause the loss of many hard earned  
dollars to shippers of grain and seed.

MUCH OF THIS LOSS can be saved  
by the use of Kennedy Car Liners.  
These car liners practically condi-  
tion a bad order car and enable  
shippers to load cars that other-  
wise would be rejected.

KENNEDY SYSTEM of car liners  
prevents leakage in transit and are  
made for all cases of bad order  
cars, consisting of full Standard  
Liners, End Liners and Door Liners.

WILL YOU NOT give us an oppor-  
tunity to submit full details of our  
system and the low cost for this  
protection? We are confident this  
would demonstrate to you the ef-  
ficiency and money saving merits of  
our car liners.

### THE KENNEDY CAR LINER & BAG COMPANY

SHELBYVILLE, IND.

Canadian Factory at Woodstock,  
Ontario



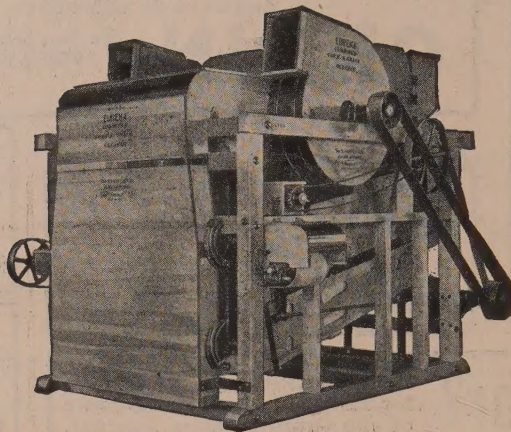
**New HOTEL PÈRÈ MARQUETTE**  
400 Rooms  
1 person, \$3 to \$5—2 persons, \$5 to \$8  
Large sample rooms, \$4.50 to \$7.00  
H. Edgar Gregory, Mgr.  
Peoria Illinois

By mentioning the Grain Dealers Journal of Chicago when writing its advertisers you  
help it to more efficient work in improving grain trade conditions.





"Eureka"—"Invincible" Grain Cleaning Machinery



Notice the two air regulating valves in the rear suction trunk — one for corn, the other for small grains.

## "Eureka" Combined Corn and Small Grains Cleaner

For handling corn with cobs direct from the sheller; also to reclean corn, wheat, barley, oats, and other grains without changing screens. The change from one kind of grain to the other is made by turning a valve which diverts the grain to the sieves it is desired to use.

# No Time Wasted

in changing screens. Doesn't 5 Seconds sound better than  
15 or 20 Minutes?

Every part easily accessible—has wide opening between Shoes.

Sieves are in short sections, quickly removable.

*If you are interested, we suggest that you write for our Bulletin No. 82*

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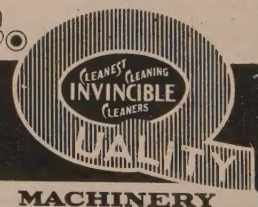
W. M. Mentz, Sinks Grove, W. Va.

Bert Eesley, Box 363, Fremont, O.



## S. HOWES CO., Inc.

### INVINCIBLE GRAIN CLEANER CO. SILVER CREEK, N.Y.



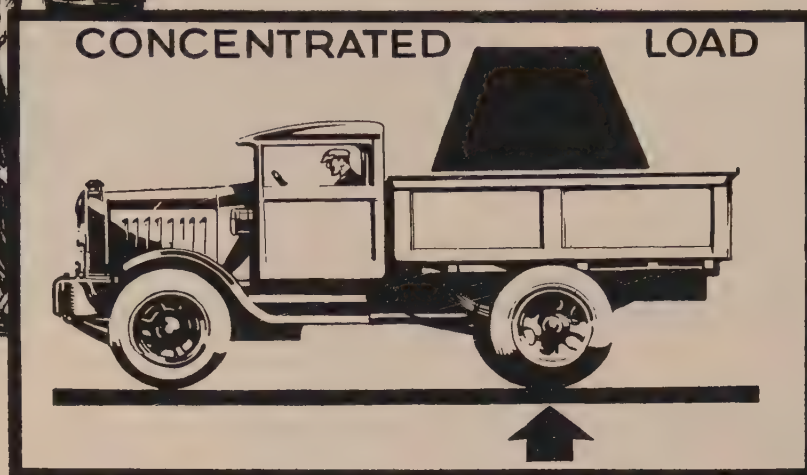
"EUREKA" - "INVINCIBLE" GRAIN CLEANING MACHINERY

European Branch: 64 Mark Lane, London, E. C. 3, England





There's no place in modern business for "picturesque survivals"



## Type "S" Truck Scales are MODERN!

The picturesque water carrier of the last century would be no more obsolete as a means of modern water distribution than is the wagon scale of a few years back when used for weighing the loaded motor trucks of today.

A Fairbanks Type "S" Truck Scale, unlike both the water carrier's yoke and the mechanism of a wagon scale, does not require a *carefully distributed load* to operate satisfactorily. Type "S" Scales are built to accurately weigh the concentrated loads of modern motor trucks carrying from 65 to 90 per cent of their load

over the rear axle instead of divided between both axles, as is the case with loaded wagons.

Like Fairbanks Track Scales—Type "S" Scales weigh accurately, regardless of how unbalanced a load is or where it is placed on the platform. Fairbanks construction withstands the severest service and provides dependable, lasting accuracy.

If your business involves weighing, you owe it to yourself to at least investigate Fairbanks weighing equipment.

**FAIRBANKS, MORSE & CO.**

900 S. Wabash Ave., Chicago

And 40 principal cities—a service station at each house

# Fairbanks Scales

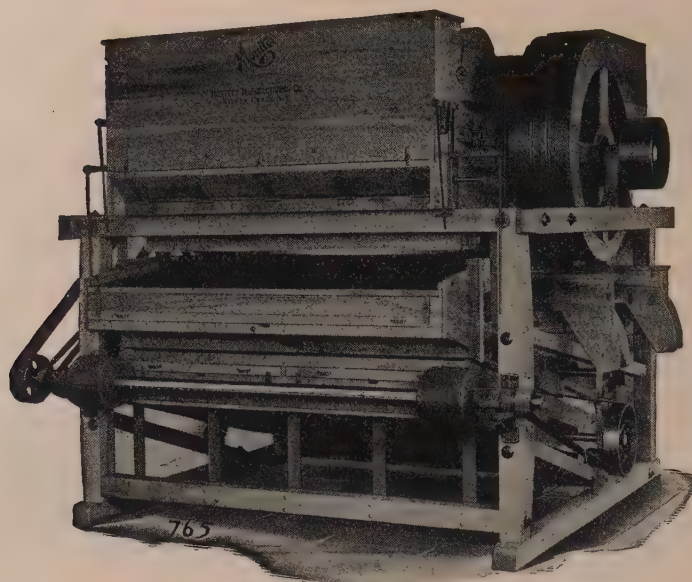
Preferred the



World Over

SA 301.43




**Monitor**
**LOCATION • new  
FACTORY • modern  
EQUIPMENT • complete**
**Prompt  
Deliveries a  
Specialty**

## Unnecessary Dockage

Many a car of grain has arrived and been tested and then docked—reduced in grade and price because it carries unnecessary dockage. It carries dirt that the Shipper has paid freight on—that has reduced the price and caused general dissatisfaction.

If you use a MONITOR, you are safe. It cleans the grain thoroughly and right. When the car arrives, it grades to your expectations and the only freight you have paid is on good saleable grain.

The MONITOR is almost invariably selected by the large houses—shipping thousands of cars a year. They could not afford a dockage, so they use the MONITOR.

Why should not you?

# Huntley Manufacturing Co.

Department B

(Formerly at  
Silver Creek, N. Y.)

**BROCTON, NEW YORK**

*Our Representatives at Your Service*

**Chicago, Ill.**

A. D. McPherson,  
410 Utilities Bldg.

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J. J. Ross Mill Furn. Co.

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**Canadian Plant**

Tillsonburg, Ontario



**FALK**  
*Speed Reducers*

THE FALK CORPORATION, MILWAUKEE WIS.  
Rating Table No. 190 for Reduction Units

Red. Unit	Ck. ratio (P. 3)	Motor P. H.	STANDARD RATIOS															
			Ratio 3	4	5	6	7	8	9	10	12	15	16	18	20	25	30	
4D	10	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	
6D	10	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	
8D	10	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	
10D	10	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	
12D	10	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	
15D	10	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	
16D	10	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	
20D	10	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	
25D	10	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	
30D	10	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	
40D	10	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	
50D	10	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	
60D	10	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	
75D	10	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	
100D	10	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	
125D	10	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	
150D	10	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	
200D	10	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	
250D	10	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	
300D	10	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	
400D	10	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	
500D	10	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	
600D	10	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	
750D	10	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	
1000D	10	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	

## Falk Herringbone Gear Speed Reducers

Transmit load and transform speed with less friction loss. Greater simplicity in obtaining desired reductions gives fewer moving parts. Fixed alignment—accurately secured—rigidly held. Precision built throughout. Produced on a standardized basis—these units are available from stock for all general requirements. Every Falk Unit is rated for continuous duty, and dependable service.

Bulletin No. 190 on Falk Standard Speed Reducers, giving Rating Tables, Dimensions, and Specifications, sent on request.

### THE FALK CORPORATION MILWAUKEE

New York Albany Wilkes-Barre Pittsburgh Birmingham Detroit Chicago Denver San Francisco Portland Minneapolis  
Canada: The William Kennedy & Sons, Ltd., Owen Sound, Ontario  
Exclusive Sales Representatives and Licensed Manufacturers under Falk Patents  
Branches: Halifax Montreal Toronto Cobalt Winnipeg Vancouver






# What New Crop is This ?



## The Dollars saved by Plymouth "Red Top" Binder Twine!

**D**OLLARS saved are a good crop on the farm just as surely as dollars profit from grain raised.

Plymouth  Red Top Binder Twine—

- Saves twine costs
- Saves lost time
- Saves loose bundles
- Saves losses from insect destruction

Red Top Twine is spun 600 ft. to the pound and the

best Standard twines only 500 ft. to the pound. So Red Top binds 1920 more bundles of grain per bale. This makes it the most economical twine a farmer can use. This saves twine costs.

Red Top Twine is spun more evenly, is free from knots and snarls and runs stronger than Standard. This saves lost time and loose bundles.

Red Top Twine is treated with a good insect repellent. You can tell by the smell. Saves losses from insect destruction.

"Red Top" is the sign of a \$ saving crop when you buy binder twine.

*Plymouth Twine is spun 500, 550, 600 (Red Top) and 650 ft. to the pound. Each and every grade is guaranteed to be 6 point binder twine.*

### The Plymouth Six Points

1. Length—full length to the pound as guaranteed on the tag;
2. Strength—less breaking, less wasted time, less wasted grain;
3. Evenness—no thick or thin spots—no "grief;"
4. Special Winding—no tangling;
5. Insect repelling—you can tell by its smell;
6. Mistake-proof—printed ball—and instruction slip in every bale.

Plymouth binder twine is made by the makers of Plymouth rope.

## PLYMOUTH

*the six-point binder twine*

PLYMOUTH CORDAGE  
COMPANY  
North Plymouth, Mass.,  
Welland, Canada

# LARVACIDE

CHLORPICRIN

## A 100% Exterminator

The Safe Fumigant for  
Grain Elevators--Seed Warehouses  
Flour Mills--Private Residences

Non-Inflammable  
Non-Explosive

Sanctioned by Mutual Fire Prevention Bureau

Information Including Technical Papers on Request

### INNIS, SPEIDEN & CO.

46 CLIFF STREET, NEW YORK.

Selling Agents for ISCO CHEMICAL CO.

Authorized Distributors Who Intelligently  
Handle Your Problems

Furniture Fumigation Co., 538 W. Pershing Rd., Chicago, Ill.

Twin City Exterminating Co.,

2399 University Ave., W., St. Paul, Minn.

Safe-Way Exterminating Co., 429 Franklin St., Detroit, Mich.

Twin Ports Exterminating Co., 1911 23d St., Superior, Wis.

Bede Furniture Fumigation Co.,

2191 Western Ave., Cincinnati, O.

Territories are open for active responsible distributors

## WHAT DO YOU NEED?

to modernize your plant so it will minimize your labor and increase your profits? Is it here?

Account Books	Lubricating System
Agricultural Gypsum	Magnetic Separator
Attrition Mill	Manlift
Bag Closing Machine	Moisture Tester
Bags and Burlap	Mustard Seed Separator
Bearings { Roller	Oat Bleachers and Purifiers
{ Ball	Oat Clipper
Belting	Pneumatic Conveying Equipment
Bin Thermometer	Portable Elevator
Boots	{ Oil Engine
Buckets	{ Gas Engine
Car Liners	{ Motors
Car Loader	Power Shovel
Car Mover	Radio Equipment
Car Seals	Railroad Claim Books
Cipher Codes	Rat or Weevil Exterminator
Claim (R. R.) Collection	Renewable Fuse
Clover Huller	Safety Steel Sash
Coal Conveyor	Sample Envelopes
Corn Cracker	Scales
Conveying Machinery	Scale Tickets
Distributor	Scarifying Machine
Dockage Tester	Screw Conveyor
Dump	Self-Contained Flour Mill
Dust Collector	Separator
Dust Protector	Sheller
Elevator Brushes	Siding-Roofing { Asbestos
Elevator Leg	{ Steel or Zinc
Elevator Paint	Silent Chain Drive
Feed Mill	Smut Remover
Fire Barrels	Speed Reduction Units
Fire Extinguishers	Spouting
Friction Clutch	Storage Tanks
Grain Cleaner	Sulphur
Grain Driers	Testing Apparatus
Grain Tables	Transmission Machinery
Leg Backstop	Transmission Rope
Lightning Rods	Waterproofing (Cement)

Draw a line through the supplies wanted, and write us regarding your contemplated improvements or changes. We will place you in communication with reputable firms specializing in what you need, to the end that you will receive information regarding the latest and best.

### INFORMATION BUREAU

Grain Dealers Journal, 309 So. La Salle St., Chicago



# Consider these savings with Modern Head Drives for country grain elevators

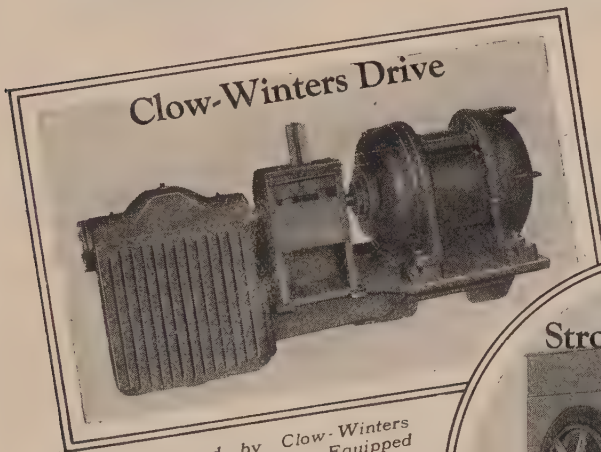
You eliminate—

50 to 75 ft. of leather belting  
150 to 200 ft. of heavy chain or rope  
3 to 4 counter shafts  
8 to 10 line-shaft bearings  
4 to 6 pulleys and idlers  
2 to 3 clutches

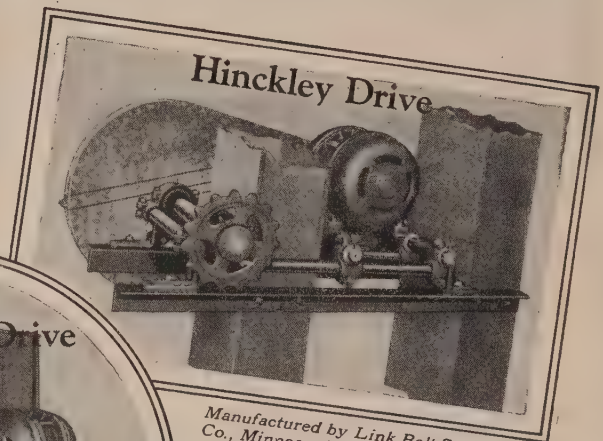
—all of which are necessary where an engine is used, or where the motor is mounted in the engine room.

In first cost and in upkeep, modern head drives are the biggest money savers you can install in your elevators. And when they are equipped with G-E totally enclosed, fan-cooled motors and G-E controllers, properly installed and wired, power and transmission troubles are practically eliminated. Power bills are reduced, maintenance is negligible, and the fire hazard is minimized.

Here are three typical modern head drives. By specifying any make with G-E motor and G-E controller, you obtain G-E Motorized Power.



Manufactured by Clow-Winters Mfg. Co., Minneapolis. Equipped with a G-E totally enclosed, fan-cooled motor



Manufactured by Link Belt Supply Co., Minneapolis. Equipped with a G-E totally enclosed, fan-cooled motor



Manufactured by the Strong-Scott Mfg. Co., Minneapolis. Equipped with a G-E totally enclosed, fan-cooled motor



**Motorized Power**  
—fitted to every need

## GENERAL ELECTRIC

GENERAL ELECTRIC COMPANY, SCHENECTADY, N. Y., SALES OFFICES IN PRINCIPAL CITIES





## DP SUPERIOR OK Cups

A simple thing—this addition of these cups to your belts. But what a difference it makes in the efficiency of the elevator.

Here are five points of SUPERIOR ELEVATOR CUP superiority:

- 1—Capacity-Flexibility-Service.
- 2—Durability.
- 3—Perfect Pick-up and Discharge at all speeds.
- 4—Guaranteed to increase capacity of elevator by simply substituting the cups.
- 5—Our Engr. Dept. gladly at your service.

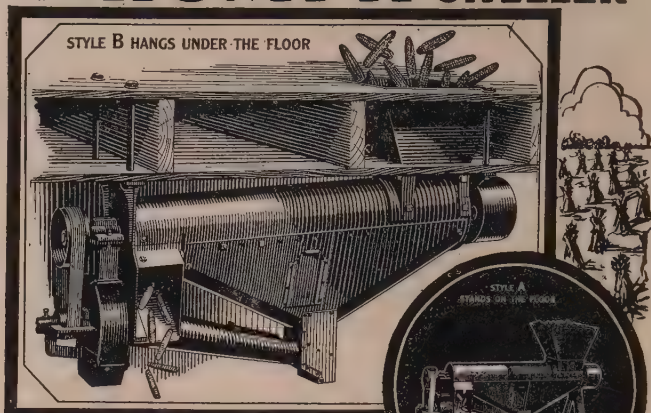
If you have not already received complete information about the advantages of Superior Cups, write today.

**K.I. Willis Corporation**  
MOLINE, ILLINOIS  
DISTRIBUTORS

B. F. Gump Co. .... Chicago  
Strong-Scott Mfg. Co. .... Minneapolis  
Midco Supply Co. .... Okla. City, Okla.  
Hollis & Co. .... Little Rock, Ark.  
John R. Gray, Inc. .... San Francisco, Cal.  
Essmuller Mill Furn. Co. .... St. Louis, Mo.  
Essmuller Mill Furn. Co. .... Kansas City, Mo.  
Canadian Licensees  
Geo. W. Reed & Co. .... Montreal, P. Q.



## TRIUMPH CORN SHELLER



The Triumph was invented by a practical mill man more than forty years ago. It has been improved and simplified since then, to be sure, but from the very beginning it was a popular success. Its operation is so simple—there are only two moving parts—and its construction so durable that it will operate year after year without need of repair. Its capacity is 75 to 100 bushels of shelled corn per hour; its power requirement only five or six horsepower.

THE C. O. BARTLETT & SNOW CO.  
6245 Harvard Ave., Cleveland, O.

**Bartlett - Snow**

A copy of the  
Triumph Corn  
Sheller Catalogue  
will be mailed with-  
out charge.

**TWO STYLES FILL ALL NEEDS**

*Extensively Used by U. S. Dept. of Agriculture,  
Federal and State Grain Inspection  
Departments, Grain Trade, etc.*

## GRAIN TESTING SCALES



No. 4000

**Used in Moisture Testing**

Complete catalog No. 335G on  
request.

**THE TORSION BALANCE CO.**

New York Chicago San Francisco



C. & N. W. Elevator,  
Chicago  
Northrup-King Co.  
Minneapolis  
Quaker Oats Co.  
Plants  
B. & O. Elevator  
Baltimore  
J. C. Hunt Grain Co.  
Wichita Falls, Tex.  
Santa Fe Elevators  
Kansas City, Mo.

We have equipped 75% of the terminal elevators built or equipped during the last 20 years in the U. S. and Canada. You can profit by this experience.

*Write us for particulars*

**Cyclone Blow Pipe Co.**

2542-52 W. 21st St.

Chicago, Ill.



The  
Genuine

**Humphrey  
Employees'  
Elevator**

Saves Labor  
Write

**Humphrey  
Elevator Co.**

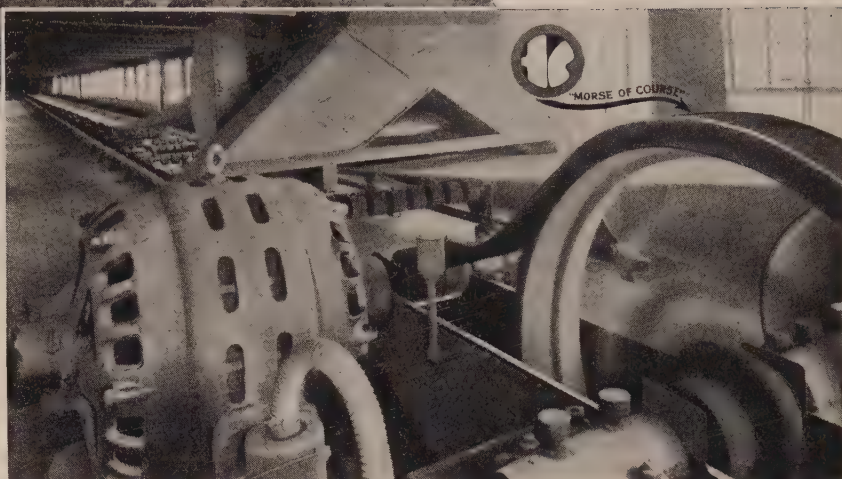
900 Division St. Faribault, Minn.







75 H.P. Morse Silent Chain from motor to 42" belt conveyor, 580 feet long, at Missouri-Pacific Elevator, Omaha, Neb. Edwin Ahlskog, designer and constructor.



## Driving 42" Belt Conveyor in Missouri-Pacific Elevator

ATLANTA, Ga. .... Earl F. Scott Co.  
BALTIMORE, MD. .... 1002 Lexington Bldg.  
BIRMINGHAM, ALA. .... Moore-Handley Hdwe. Co.  
BOSTON, MASS. .... 141 Milk St.  
BUFFALO, N. Y. .... 442 Ellicott Sq. Bldg.  
CHARLOTTE, N. C. .... 404 Commercial Bank Bldg.  
CHATTANOOGA, TENN. .... 1104 Market St.  
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CLEVELAND, OHIO. .... 112 W. Adams St.  
DENVER, COLO. .... 421 Engineers Bldg.  
DENVER, COLO. .... 404 Denver Nat. Bldg.  
DETROIT, MICH. .... 7601 Central Ave.  
GREENVILLE, S. C. .... Carolina Supply Co.  
LONDON, W. C. 2, ENGLAND. .... Morse Chain Co., Ltd.  
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MINNEAPOLIS, MINN. .... E. D. Morton Co.  
NEWARK, N. J. .... 413 Third St.  
NEW ORLEANS, LA. .... Strong-Scott Mfg. Co.  
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OMAHA, NEB. .... Dodge-Newark Supply Co.  
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PITTSBURGH, PA. .... 50 Church St.  
SAN FRANCISCO, CALIF. .... D. H. Braymer Eqpt. Co.  
ST. LOUIS, MO. .... 1612 Vine St.  
TORONTO 2, ONT., CAN. .... Westinghouse Bldg.  
WINNIPEG, MAN., CAN. .... Monadnock Bldg.  
EXPORT DEPT. .... 2133 Railway Exchange Bldg.  
..... 50 Front St., E., Strong-Scott Mfg. Co.  
..... Dufferin St., Strong-Scott Mfg. Co.  
..... 130 W. 42nd St., New York

The conveyor over the storage bins performs an important function in the operation of the Missouri-Pacific Elevator. That may be one reason why a Morse Silent Chain Drive was selected to transmit power from the motor.

Morse Drives, 98.6%—efficient, give belt-flexibility and the positive speed ratios of gears.

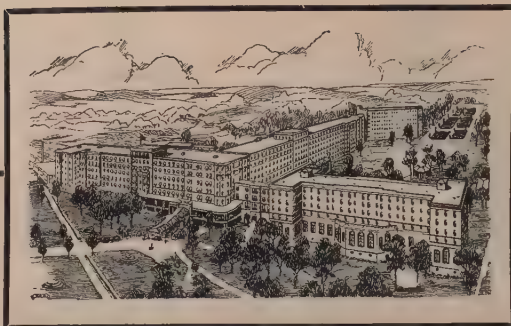
Morse Double Reduction Drives are used extensively for driving elevator heads. Let us send you descriptive booklet showing how Morse Drives are serving many prominent elevators.

MORSE CHAIN CO., ITHACA, N. Y.

Ⓔ3233







## SPOT LOVED 'ROUND THE WORLD!

Pretty nearly everybody visits French Lick Springs. Delightful at all times of the year, thousands choose this season. Winter, at its height elsewhere, barely touches French Lick, sheltered by the famous Cumberland foothills.

To visit French Lick now cracks the back of winter. It is a tonic, happy intermission—a wonderful, invigorating experience to take the vibrant baths, to drink the natural, sparkling waters. No European spa excels French Lick.

Two superb 18-hole golf courses, winding bridle paths amid sylvan scenes, a countryside challenging the hiker, and other recreations make your stay unforgettable. The French Lick Springs Hotel is modern, spacious and unsurpassed in service and cuisine. French Lick, because of its beautiful setting and the spacious auditorium under the hotel roof, is becoming world-famous as a convention mecca.

Get pepped up. Give winter the laugh. Readily accessible from all points.

*Write or wire for reservations.*

**French Lick Springs Hotel Company**  
FRENCH LICK, INDIANA

"Home of Pluto Water"



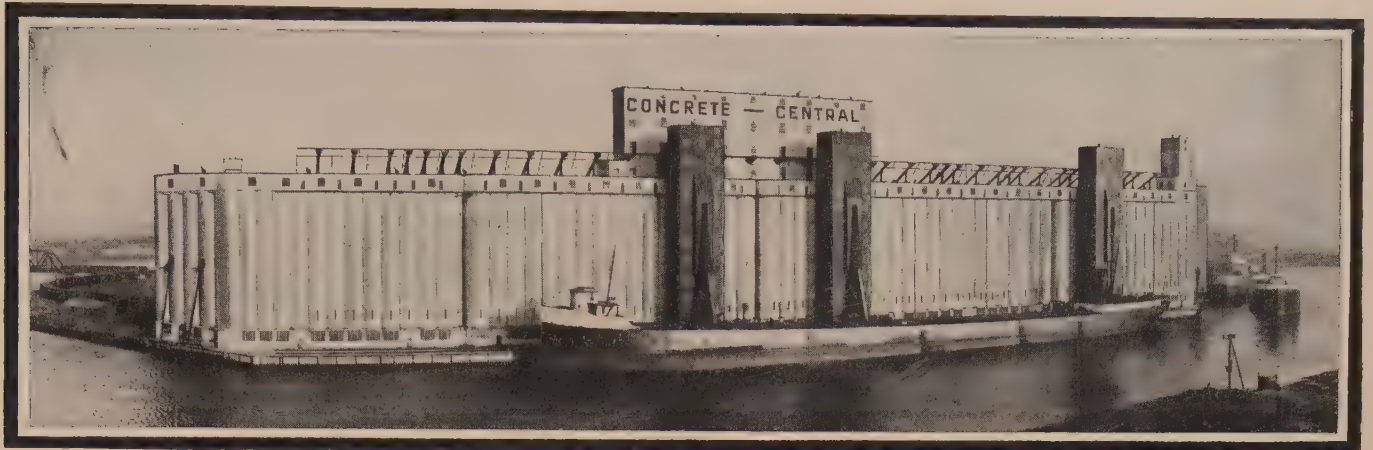
## Use Universal Grain Code and reduce your telegraph tolls.

Prepared especially for the grain, millfeed and field seed trades.

All code words are arranged alphabetically; no ambiguities.

150 pages, size 4 $\frac{5}{8}$  x 7 $\frac{1}{8}$  inches. Special bond paper bound in flexible leather, \$3.00; Book paper in board covers, \$1.50, or in dozen lots to one address, cash with order, \$12.00. Address Grain Dealers Journal, 309 South La Salle Street, Chicago, Illinois.





*Concrete Central Elevator, Buffalo, N. Y.*

## Serving Many of the World's Largest Grain Elevators

IT has been our pleasure to furnish equipment for many of the largest grain elevators in the world. We appreciate the opportunity that has been given us to play a role in furnishing equipment such as belt conveyors, marine legs, car pullers, spouting, elevators, power transmission machinery, etc., in these modern structures, and take pride in the confidence that has permitted this association.

Webster equipment for grain elevators is ruggedly built to withstand hard usage. It is designed and made in our own factories by skilled workmen and of the best materials.

Engineers and Builders of grain elevators will therefore find it worth while to work with Webster Engineers on their grain handling problems. They will help in selecting suitable equipment to meet your particular requirements. This service is at your disposal.

### THE WEBSTER MFG. COMPANY

1856 North Kostner Ave.

CHICAGO

WEBSTER INGLIS, LIMITED Toronto Ont.





## ALL OF US

are solicitous about the water in our cars during cold weather. If it should freeze we might have a leaky radiator or a cracked engine block. But how about the water in our water barrels? If it freezes it may mean the loss of our livelihood, yet how many times do we give it a thought during the winter? Keep the water fluid and ready for any emergency.

### GRAIN DEALERS NATIONAL MUTUAL FIRE INS. CO. INDIANAPOLIS, INDIANA

J. J. Fitzgerald  
Secretary & Treasurer  
Indianapolis, Ind.

C. R. McCotter  
Asst. Secy. and Western Mgr.  
Omaha, Neb.

### Western Grain Dealers Mutual Fire Insurance Company

DES MOINES, IOWA  
J. A. KING, President  
A Legal Reserve Mutual Fire Insurance Company

### TRI-STATE MUTUAL GRAIN DEALERS FIRE INSURANCE CO. LUVERNE, MINN.

We write Fire and Tornado Insurance covering Grain Elevators and contents, also Dwellings and Mercantile property.  
**OVER HALF A MILLION DOLLARS RETURNED TO OUR POLICYHOLDERS IN 26 YEARS**  
**ASK ABOUT OUR SAVING PLAN**

E. A. Brown, Pres.  
W. J. Shanard, Vice-Pres.

W. Z. Sharp, Treasurer  
E. H. Moreland, Secretary

## Selection of Risks

is essential to the security of an insurance company.

## Selection of an Insurance Company

is just as essential to the security of an assured.

*The "MILL MUTUALS" fulfill the most rigid requirements,*

Write your insurance company or this office for details.

## Mutual Fire Prevention Bureau

230 East Ohio Street  
Chicago, Illinois

## CONFIRMATION BLANKS

**Simple - Complete - Safe**

The use of these confirmations makes for safer business. Spaces are provided for recording all essential conditions of each trade.

Fifty confirmations in triplicate, bound with pressboard and wire stitched, size 5½x8".  
Order form No. 6 CB, Price 90 cts.

GRAIN DEALERS JOURNAL, 309 S. La Salle Street, CHICAGO

If you would avoid trade disputes, and differences and prevent expensive errors, use triplicating confirmation blanks. You retain tissue copy, sign and send original and duplicate to customer. He signs one and returns the other.

This places the entire burden for any misunderstanding of your intentions upon the other party and protects you against the expensive misinterpretation of your trades.

## Your Opportunity

is here. Now is the time to let the elevator man know you want his business. Advertise in the

**Grain Dealers Journal**

## GRAIN ELEVATOR BUILDERS

### JAS. H. BROWN CO.

621 South 3rd Street

CONCRETE ELEVATORS

MILLS

Minneapolis, Minn.

WAREHOUSES

### L. J. McMILLIN

Engineer and Contractor of

**GRAIN ELEVATORS**

Any Size or Capacity

523 Board of Trade Bldg., Indianapolis, Ind.

GRAIN and COAL ELEVATORS

## T. E. IBBERSON CO.

CONTRACTING ENGINEERS  
MINNEAPOLIS, MINN.

**Elevators, Mills, Warehouses**

Designed, Built, Repaired

Estimates Cheerfully Furnished

**HOGENSON CONSTRUCTION CO.**

Corn Exchange

Minneapolis, Minn.

### J. D. McCLEAN & CO. PEORIA, ILL.

Architects Engineers

We build concrete or cribbed Elevators, Feed Mills and Warehouses. We sell and install the Best Elevator Equipment, Hammer and Attrition Mills. We challenge competition on plans and specifications. Try us.

## Certain Departments

in this number of the GRAIN DEALERS JOURNAL are especially interesting. After you have read them, consider carefully whether you are not better off with the twenty-four numbers of the Journal, on your desk, or the \$2.00 in your pocket.



## GRAIN ELEVATOR BUILDERS

### RELIANCE Construction Co.

Board of Trade, Indianapolis

Designers and Constructors  
of the better class of grain elevators  
—concrete or wood

### Younglove Construction Company

Grain Elevators, Transfer Houses,  
Coal Pockets, Feed Plants  
Wood or Fireproof Construction

*"If Better Elevators are Built  
They will STILL be Youngloves"*

SPECIALIZING  
Concrete Pits that ARE Waterproof

418 Iowa Bldg.,  
Sioux City, Iowa

Box 1172  
Fargo, N. Dak.

### ELEVATORS—FEED MILLS WAREHOUSES CHALMERS & BORTON

720 Pioneer Trust Bldg. KANSAS CITY, MO.

### Western Engineering Co.

610 Cooper Bldg. Denver, Colo.

Contractors and Builders of  
Grain Elevators that more  
than satisfy the most critical.

### CRAMER BUILT

elevators have won the con-  
fidence of discriminating grain  
dealers for long and economical  
service.

W. H. CRAMER  
CONSTRUCTION CO.  
North Platte, Nebr.

Plans and Specifications Furnished

### The Star Engineering Company

Specialists in  
Grain Elevator Construction

Our elevators stand every test  
Appearance, Strength, Durabil-  
ity and Economy of Operation

Estimates and information promptly furnished

Wichita, Kansas

### A. F. ROBERTS ERECTS FURNISHES

SABETHA,

Elevators  
Corn Mills  
Warehouses  
Plans  
Estimates  
Machinery

KANSAS

### Weller Metal Pdts. Co.

Chicago Office Factory  
505 Webster Bldg. Hammond, Ind.

SHEET METAL WORK  
Grain Elevators a Specialty

### E. H. CRAMER

Hampton, Nebraska

Designer and Builder of  
Grain Elevators

L. D. Rosenbauer, Pres. L. W. Ledgerwood, Sec.  
H. P. Roberts, V. Pres. A. E. Owens, Supt. Cons.

### Southwestern Engineering Company

Designers and Builders

Modern Mills, Elevators  
and Industrial Plants  
SPRINGFIELD, MO.

### HICKOK Construction Co. MINNEAPOLIS ELEVATORS

### BIRCHARD Construction Co.

Architects and Contractors  
Grain Elevators—Mills

B. SAMPSON Lincoln, Nebr.

### Geo. W. Quick & Sons

Tiskilwa, - - - Illinois

Designers and Builders  
Concrete Grain Elevators  
Waterproof Pits a Specialty

### DESIGNERS

of Grain Elevators, Flour Mills

Feed Mills, Warehouses  
and Industrial Buildings

HORNER and WYATT

Board of Trade Bldg. Kansas City, Mo.

It Pays to Plan Before You Build



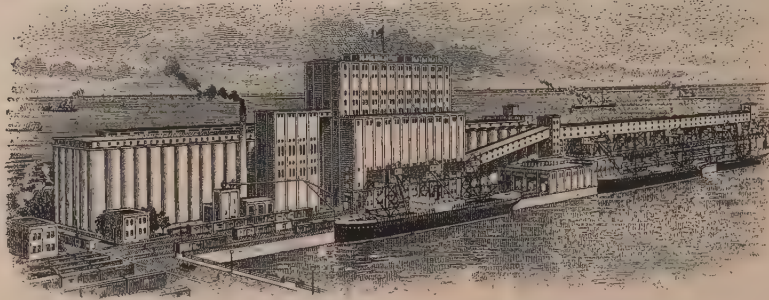
Use White Star Special Cups, made and shipped  
only from the White Star Factory. *Accept no  
substitutes.* These cups are hand riveted;  
they stand up and their capacity is guaranteed.

Our Special Boot is the only non-chokable ball-  
bearing boot on the market, to the best of our  
knowledge.

Mentioning Grain Dealers Journal is the best introduction to our advertisers



Capacity  
5,000,000  
Bushels



Equipped with  
Four Stewart  
Link-Belt  
Grain Car  
Unloaders

PENNSYLVANIA RAILROAD ELEVATOR AT BALTIMORE

## JAMES STEWART CORPORATION

W. R. SINKS,  
PRESIDENT

ENGINEERS AND CONTRACTORS  
FISHER BUILDING—343 S. DEARBORN ST., CHICAGO, ILLINOIS

THOMAS D. BUDD,  
VICE PRESIDENT



## One of Several Elevators

Designed and Built by us Throughout Canada

The More Recent are

The Reliance Terminal Elevator	Port Arthur
The Jas. Richardson & Sons Elev.	Port Arthur
The Northwestern Elevator	Fort William
The Great Lakes Elevator	Owen Sound

## THE BARNETT-McQUEEN CONSTN. CO., LIMITED

Designers and Builders of Grain Elevators

Fort William, Ont.

Duluth

Minneapolis, Minn.



## FOLWELL ENGINEERING CO.

Engineers and Constructors

333 North Michigan Avenue  
CHICAGO, ILLINOIS, U. S. A.

3,000,000 Bushel Concrete Grain Elevator  
Designed and Built for  
A. E. Staley Mfg. Co., Decatur, Ill.

Operated by  
The Eastern Grain,  
Mill and Elevator  
Corporation



Concrete-Central  
Elevator, Buffalo,  
N. Y.  
Capacity  
4,500,000 Bushels

Designed and Built by

## Monarch Engineering Company

Buffalo, N. Y.



## FEGLES CONSTRUCTION CO., Ltd.

Engineers — Constructors  
Fort William, Ont. Minneapolis, Minn.

DESIGNED for the years  
ahead—an advance we propose  
to maintain.



N. M. Paterson Co., Ltd. 2,500,000 Bu. Elevator Fort William, Ont.

## Santa Fe Elevator "A"

Kansas City, Kans.



Capacity  
6,500,000 Bushels

### John S. Metcalf Co.

Grain Elevator Engineers and Constructors

111 W. Jackson Blvd., Chicago 460 St. Helen Street, Montreal 837 W. Hastings St., Vancouver, B. C.  
33 Henrietta Street, Strand, London, England

## Enid Terminal Elevator Co.

Enid, Oklahoma

Capacity, 1,100,000 bushels

An exact duplicate of this elevator was  
also designed and built by us for

Southwest Elevator Co., Enid, Okla.

### Jones-Hettelsater Construction Co.

Grain Elevators—Flour and Feed Mills

708-9 Mutual Building

Kansas City, Mo.



Folwell-Sinks Form Lifting

## Jacks and Steel Yokes

for Grain Elevator, Silo  
and Coal Pit Construction

Manufactured and Sold by

### NELSON MACHINE CO.

WAUKEGAN, ILL.



Patented

INLET



## DAY

### Dust Collectors

have been standard  
equipment in better  
grain elevators for  
over forty years.

There's a Reason

The Day Company

Dust Collecting Engineers

1023-5 Lyndale Ave., N. Minneapolis, Minn.



# Wanted and For Sale

The rate for advertisements in this department is 25 cents per type line each insertion

## ELEVATORS FOR SALE.

**KANSAS**—12,000 and 4,000 bushel elevators for sale at a bargain if taken soon. We mean business. 61Q12, Grain Dealers Journal, Chicago, Ill.

## FOR SALE—CHEAP

**CHICAGO TERMINAL ELEVATORS.** CAPACITY, 125,000 BUS. WRITE 62C7, GRAIN DEALERS JOURNAL, CHICAGO.

## YOU MAY BE MISSING SOMETHING.

**AN ILLINOIS** elevator company running a 3 line ad in one issue says: "We had 25 applications from that ad. Thank you."

**NORTHWESTERN WYOMING**—25,000 bu. capacity elevator in one of the best towns in this section; in center of a prosperous irrigation project, Ill health cause of selling. Write Powell Elevator, Inc., Powell, Wyo.

**CENTRAL NEBRASKA**—A line of four elevators for sale; fully equipped with gasoline engines, cleaners, automatic scales and truck dumps. Good wheat and corn territory. Address 62A7, Grain Dealers Journal, Chicago, Ill.

**KANSAS**—12,000 bu. elevator for sale; house in A-1 condition. All up-to-date equipment. Excellent coal and feed business. Located in good territory in South Central Kansas. Priced to sell. Write 62A6, Grain Dealers Journal, Chicago, Ill.

**CENTRAL ILLINOIS**—Modern 40,000 bu. capacity elevator and 25,000 bu. capacity crib and small grain combined. Also tenant house, office, scales, etc. On leased ground. Priced to sell. Possession at once. Write 59Z6, Grain Dealers Journal, Chicago, Ill.

**NEBRASKA**—10,000-bu. elevator at Shestak, Crete p. o.; good grain center; equipped with new 5-bu. automatic scale, truck hoist and scale, 15-h.p. engine; also warehouse, 14x20, one good 5-room house, garage and hen house. Write R. R. Vavra, Crete, Nebr.

**KANSAS** Elevator practically sold after three insertions. Here's what the advertiser writes: "We enclose check for three insertions of our ad. We have had more than a dozen inquiries from our ad and believe that we will be able to effect a sale." This proves conclusively the value of a Journal Want-Ad.

## INDIANA ELEVATORS FOR SALE.

Owing to the sickness of Mr. Stiefel, we are liquidating our business and are offering our New Haven, Dawkins, Maples, Ossian and Eaton elevators for sale. For all information write.

Stiefel & Levy, Fort Wayne, Ind.

**NORTHWESTERN INDIANA**—15,000 bushel elevator, built in 1926; modern machinery; electric power; in good grain territory doing a nice business in grain and all side lines, also a large grinding business. One of partners wishes to retire reason for selling. Address 62A10, Grain Dealers Journal, Chicago, Ill.

**INDIANA**—16,000 bu. combination iron clad and concrete elevator; electrically equipped with hammer mill, mostly new equipment; plant doing 125,000 bu. business. To be sold by sealed bid to highest bidder, Thursday, Febr. 28, 1929, at 12 o'clock noon. The right is reserved to reject any and all bids. Certified check for 1% amount of bid to accompany any bid. Address Onward Grain Co., Onward, Indiana.

## ELEVATORS FOR SALE

**ALL OUR ELEVATORS FOR SALE.**  
Holcomb-Dutton Lumber Co., Sycamore, Ill.

Some **SERVICE** to your ads. I sold my elevator to the first man that answered the ad. But I received a nice number of inquiries, too. Kansas Dealer.

**SOUTHEASTERN IOWA**—10,000-bu. elevator and two-story warehouse, 40x100 ft.; well equipped with machinery; good paying grain, feed, flour and field seed business. Write 62C11, Grain Dealers Journal, Chicago, Ill.

**WEST CENTRAL OKLAHOMA**—A line of five elevators for sale, fully equipped with gas engines, Richardson Automatic Scales, truck dumps; all in good repair. Reason for selling—sickness in family. Write P. G. Newkirk Grain Co., Clinton, Okla.

**WISCONSIN**—Grain Elevator, Potato House, Hay House, Coal Bldgs. for sale; commanding a fine location on the C. & N. W. Ry. on direct route to Chicago. Surrounded by excellent farming community. Address 61S3, Grain Dealers Journal, Chicago, Ill.

## MILLS AND ELEVATORS FOR SALE.

**WISCONSIN**—100-bbl. flour mill (brick), cribbed and iron clad grain elevator, seed and coal business, feed grinding and mixing service; also doing an excellent bakers and domestic flour business; rich farming country; oil engine and electric power. Investigate. Owners wishing to dissolve partnership. Address Brillion Mill & Elevator Co., Brillion, Wis.

## BUSINESS OPPORTUNITIES

**FEED MILL** for sale with water power and grain storage; doing good business, mostly cash; ½ mile from creamery; selling account of poor health. W. W. Colvin, Stockton, N. Y.

**FOR SALE**—Coal yard in good town; no incumbrance; best location; exceptional opportunity. Priced to sell, terms. Address 62B10, Grain Dealers Journal, Chicago, Ill.

## FEED AND COAL BUSINESS.

**EASTERN MINNESOTA**—A money maker, small investment; farmers want feed mill. Investigate this! Address 62C2, Grain Dealers Journal, Chicago, Ill.

**EASTERN IOWA**—Feed mill, residence, barn, poultry house, 3 acres land, for sale for cash; electric power; doing fine business, no competition; dairy and feeding community. Write P. O. Box 198, Quasqueton, Iowa.

## FEED BUSINESS FOR SALE.

**CALIFORNIA**—Feed manufacturing and warehouse business on tracks, 10 year lease; 22,500 sq. ft. floor space; brick building; in good poultry section, 50 miles from Los Angeles; inventory, \$8,000. Address Special Feed & Warehouse Co., 3rd & Ramona Sts., Corona, Calif.

**BARGAIN IF TAKEN AT ONCE**—Some one is always looking for an elevator at a good grain point and reads these ads just like you're doing now, so if you wish to dispose of your present property, enlarge your present interests, or embark in the grain business, **USE** these columns to your best advantage just as others are doing. **WE WILL** assist you in the composition of copy free. We are in business to be of service to **YOU**. There is no wrong time to put an ad in the columns of the Journal. **TRY IT.**

## ELEVATORS WANTED

**WANT TO LEASE AN ELEVATOR** in Central or Eastern Kansas or Nebraska. 62C13, Grain Dealers Journal, Chicago.

**WANT TO EXCHANGE** improved 320 acres 4 miles from Alton, Kansas, for grain elevator in North Central Kans. Box 13, Mahaska, Kans.

**WANTED** to lease for a year with an option to buy, a grain elevator in Central or Western Kansas or Oklahoma. Experienced buyer. Address 62A5 Grain Dealers Journal, Chicago, Ill.

**IF YOU DO NOT** find the elevator you want advertised, place your wants in the "Elevators Wanted" section and you will receive full particulars regarding many desirable properties not yet advertised.

## MILLS FOR SALE

**TEXAS**—One 50 bbl. Midget Marvel Mill complete with motor power; cracked feed and burr mill; building well located on track; will sell all or half interest to honest miller; need finance; fine opening. Write Seymour Mill & Elevator Co., Seymour, Texas.

## ELEVATOR BROKERS.

**WANTED**—To hear from owner having elevator or other business for sale. Give particulars and cash price. Write John J. Black, B 179, Chippewa Falls, Wisconsin.

**ALWAYS HAVE ELEVATORS** for sale. To save time, please state amount you wish to invest and location you prefer. James M. Maguire, 6440 Minerva Ave., Chicago, Ill.

## WANT ADS WORK WONDERS.

They sell elevators, find help and partners, secure machines and engines which you want, sell those for which you have no further use, and perform a myriad of kindred services for shrewd people who use them regularly. **READ and USE THEM.**

## SITUATION WANTED.

**EXPERIENCED TRAFFIC MANAGER** and manager grain department wants connection with grain or milling firm operating line of country elevators; references; age 42. Address 62C4, Grain Dealers Journal, Chicago, Ill.

**SUCCESSFUL AND EXPERIENCED** farmers elevator manager with a real record desires position with good company; experienced in all side lines; good accountant; good mixer with public; Illinois or Indiana preferred. Address 61Z10, Grain Dealers Journal, Chicago, Ill.

**PRACTICAL GRAIN MAN** located in Central Illinois, with 25 years' experience, desires position; employed at present, good reasons for change; best of references from reliable houses; age 42. Address 62C9, Grain Dealers Journal, Chicago, Ill.

## PARTNER WANTED.

**YOU CAN SECURE** a partner if you make your wants known to the grain trade through the Partners Wanted column of the Grain Dealers Journal.

## SAMPLE ENVELOPES

**SAMPLE ENVELOPES—SPEAR SAFETY**—for mailing samples of grain, feed and seed. Made of heavy kraft paper, strong and durable, size 4½x7 inches. Have a limited supply to sell at \$2.60 per hundred or in lots of 500, \$2.30 per hundred f. o. b. Chicago. Sample mailed on request. Grain Dealers Journal, 309 S. La Salle St., Chicago, Ill.



## SCALES FOR SALE.

**FOR SALE**—Three-ton Fairbanks Hopper Scale, complete, first-class condition. Write Washburn Milling Co., Malone, N. Y.

**RICHARDSON Automatic Scales**, 4 to 8 bu. capacity, for sale; fine condition. Also R. R. track scales. Address Standard Mill Supply Co., 501 Waldheim Bldg., Kansas City, Mo.

**STANDARD 100 ton, 50 feet**,  
Brand new, big sacrifice to move quick.  
We specialize in track scales.  
**ZELNICKER** in St. Louis.

**THE BEST WAY** to dispose of anything is to advertise it. You may have something to sell or trade which would be of advantage to many who are unaware of the opportunity offered because you are not letting it be known to our subscribers through the columns of this publication.

## SCALES WANTED.

**RICHARDSON AUTOMATIC SCALES** bought and sold. Address 61S14, Grain Dealers Journal, Chicago, Ill.

**WANTED**—Richardson Automatic grain and bag portable scales. State capacity, how long used and lowest price. Morse Engineering Co., 502 Waldheim Bldg., Kansas City, Mo.

**SECOND HAND SCALES** for sale of any make, size or price, always find ready buyers when represented in the "Scales For Sale" columns of the Grain Dealers Journal.

## HELP WANTED.

**COMPETENT AND EXPERIENCED** elevator managers, foremen, bookkeepers, auditors, second men and solicitors can easily and quickly be found through an ad in the "Help Wanted" columns of the Grain Dealers Journal, Chicago, Ill.

## ENGINES FOR SALE

**FOR SALE**—Three OLDS gasoline engines, two 18 hp., one 35 hp.; one HERCULES gasoline engine, 5 hp.; all in good condition. Write Smith Bros., Velte & Co., Lake Odessa, Mich.

### OIL ENGINES

4-page Bulletin of Bargains just issued.  
**ZELNICKER** in ST. LOUIS.  
Rails, Equipment, Heavy Machinery.

## MOTORS FOR SALE.

### 220/440 V. 3 PHASE MOTORS

1—75 hp, 750 rpm, 25 cy. Lincoln (new).  
1—60 hp, 600 rpm, 60 cy. General Electric.  
1—50 hp, 1200 rpm, 60 cy. General Electric.  
1—40 hp, 1800 rpm, 60 cy. Wagner (slip ring).  
1—40 hp, 1160 rpm, 60 cy. General Electric.  
1—35 hp, 1130 rpm, 60 cy. Westinghouse.  
5—30 hp, 1200 rpm, 60 cy. General Electric.  
All sizes, A. C. & D. C. Write for List. Overhauled and Guaranteed. Low prices.  
**V. M. NUSSBAUM & CO.**, Fort Wayne, Ind.

**DYNAMOS AND MOTORS WANTED**—Buyers of this equipment are reached in largest numbers and at the least expense through the use of the "DYNAMOS-MOTORS" columns of the Grain Dealers Journal—the medium for power bargains.

**THE WANTED-FOR SALE DEPARTMENT** of the Grain Dealers Journal is a market place where buyer and seller, employer and employee, and those offering investments can meet to their mutual advantage and profit and it will pay every subscriber to give these columns a close study twice each month, because of the constantly changing variety of opportunities seeking your consideration.

## SEEDS FOR SALE

**SEED BUYERS AND SELLERS** can quickly sell any quantity or buy any amount or quality by making their wants known through the "Seeds Wanted—For Sale" columns of the Grain Dealers Journal, Chicago, Ill.

## Bargain Sale in Soiled and Shelf Worn Books.

**Weighing grain** in car lots without hopper or platform scales by Fred P. Miller. One slightly damaged copy at half price, 75c. Order "Miller Special."

**Two Railroad Claim Books** for overcharge in freight or weight. Each book contains 100 original and 100 duplicate blanks with two-page index and four sheets of carbon; slightly soiled. Very special at \$1.25 and postage. Order "Special 411-E."

**Gold Bricks of Speculation**, a study of speculation and its counterfeit and an expose of the methods of bucketshop and "Get-Rich-Quick" swindles. We have a few of these interesting books soiled from display, written by John Hill, Jr., of the Chicago Board of Trade, which we will send on receipt of \$1.00 each and postage to carry. Weight 4 lbs. Order "Gold Bricks of Speculation Special."

All prices are f. o. b. Chicago.

**GRAIN DEALERS JOURNAL**,  
309 So. LaSalle St., Chicago, Ill.

## Only One Way

to keep your business messages private and that is by using a grain code.

In selecting a code, you should avoid buying one so large you can't find what you want, or so small it does not cover the business.

## Universal Grain Code

contains 150 pages, giving 14,910 code words, covering grain, milling feeds and field seeds, and no two spelled near enough alike to cause an error. Three or four of these words will convey a long message that you would otherwise hesitate to send for fear of going into bankruptcy and no one would know their meaning without the code.

The price is only \$3.00.

Code words for the new U. S. wheat, corn and oats grades are included.

**GRAIN DEALERS JOURNAL**  
309 So. La Salle Street, Chicago, Ill.

## HELPFUL BOOKS FOR CARLOT GRAIN HANDLERS.

**Clark's Fractional Values** table is on heavy cardboard, 9½x11 inches, showing the value of any quantity from 1 to 50,000 bushels by ten bus. breaks at ¼, ½, ¾, 1, 1½, 2, 3, 4 and 5 cents. The number of bushels is shown in red and the value in black. Price 25 cents.

**Clark's Decimal Wheat Values** cover only wheat and show the value at a glance or with one addition of any quantity of wheat from 10 lbs. to 100,000 lbs. at any market price from 50 cents to \$2.39 per bushel. Printed on ledger paper and bound in art canvas. Weight 12 ozs. Order Form 33XX. Price \$2.00.

**Purchase and Sale Contracts** give a quick reference to Purchases and Sales. The Purchases being recorded on the left hand page and Sales on the right so user can quickly determine if he is long or short. Bound in tan canvas. 100 double pages size 8½x14 ins. Order Form 18 P&S. Price \$3.00. Weight 2½ lbs.

**Clark's Freight Tables**: Show the freight rate per bushel from a given rate per hundred pounds, when the rate is from 2 to 50½ cents per hundred pounds, by one-half cent rises. The table is printed in two colors on heavy bristol board, size 7x9 inches, and may be used for determining the freight per bushel of 60, 56, 48 and 32 pounds. Price 15c, 3 for 40c.

**Shipping Notices Duplicating**: A convenient form for advising receivers of the kind, grade and weight of grain shipped.

Fifty white bond originals, machine perforated, easily removed without tearing, and 50 manila duplicates, bound in heavy hinged press-board covers, with two sheets of carbon, size 5½x8½ inches. Order Form 3SN. Price 75c. Weight 8 ounces.

**Confirmation Blanks, Triplicating**, will enable you to avoid disputes, differences and prevent expensive errors. Space is provided on our Confirmation Blanks for recording all essential conditions of each trade. You retain tissue copy, sign and send original and duplicate to customer. He signs both and returns one. Fifty confirmations in triplicate, bound in press-board with two sheets of dual faced carbon, size 5½x8 inches. Order Form 6CB, 90 cents. Weight 9 ounces.

**Leaking Car Report Blanks** bear a reproduction of a box car and a form showing all points at which a car might leak, thus facilitating the reporting specifically places where car showed leaks at destination. One of these blanks should be sent with papers for each car with the request that it be properly filled out and returned in case of any signs of leakage. Printed on bond, size 5½x8½ inches, and put up in pads of 50 blanks. Order Form 5. Price 40c a pad; three for \$1.00. Weight 3 ounces.

**Clark's Decimal Grain Values** save time and money and prevents errors. It shows at a glance, or with simple addition, the cost of any quantity of grain from 10 to 100,000 pounds at any given market price and reduces pounds to bushels on the same page. Values are shown directly from pounds without reducing to bushels. Pounds shown in red figures and values in black; price being given at top and bottom of each page. Prices for oats range from 10 to 79 cents a bushel; for corn, rye and flaxseed, 10 cents to \$1.09; for wheat, clover, peas and potatoes, 30 cents to \$1.59; for barley and buckwheat, 20 cents to \$1.49 per bushel. Order Form 36. Price \$4.00. Weight 1½ lbs.

All prices are f. o. b. Chicago.

**GRAIN DEALERS JOURNAL**,  
309 So. LaSalle St., Chicago, Ill.

## KEEP POSTED

## GRAIN DEALERS JOURNAL

309 So. La Salle St., Chicago, Ill.

**Gentlemen:**—In order to keep us posted regarding what is going on in the grain trade outside our office, please send us the *Grain Dealers Journal* on the 10th and 25th of each month. Enclosed find Two Dollars for one year.

Name of Firm.....

Capacity of Elevator..... Post Office.....

State.....



MACHINES FOR SALE

FOR SALE—Brown-Duval two burner moisture tester with scale, \$30.00. Address Sumner Mill & Elevator Co., Sumner, Nebr.

FOR SALE—One 20" Dreadnaught Grinder in good condition; one 40 bbl. Midget Marvel Flour Mill; one Stover Grinder. Write Busenbark Grain Co., Crawfordsville, Ind.

FOR SALE.

15"x30" Allis-Chalmers Flaking and Crimping Rolls, late style "QA"; in good condition. Write or wire Standard Mill Supply Company, 502 Waldheim Bldg., Kansas City, Mo.

FOR QUICK SALE.

Motor and belt driven single and double head attrition mills, slightly used, fully guaranteed. Wire, phone or write for extremely attractive prices. DIAMOND HULLER CO., Winona, Minn.

BATCH MIXERS.

Latest type, very best on the market, from 400 to 4,000 pounds capacity. Prices reasonable, let us have your inquiries for prompt shipment. Standard Mill Supply Company, 502 Waldheim Bldg., Kansas City, Mo.

FOR SALE

20-inch Monarch attrition mill, direct connected, new plates; 10-h.p. motors, 3-phase, 60-cycle, 220-volts; starting compensator; excellent condition, a real bargain at \$275.00. Eureka Flour Packer, 12¼, 24½, 49 lbs., \$30.00. Monarch No. 5 double disc aspirator, \$50.00. H. Williams, 2933 Westerville Rd., Columbus, O.

MACHINERY FOR SALE

One 20" Unique ball bearing attrition mill, direct motor drive, 25 cycle, 220-440 volts, 3 phase. Guaranteed good as new. Price, \$950.00. One new 24" Unique ball bearing with reversible belt drive. Price \$500.00.

Several second-hand attrition mills in first-class condition, also a large line of receiving separators and milling machinery of every description. J. B. Light, Avon, N. Y.

NEW AND USED MACHINERY FOR SALE.

One 22-in. double head Bauer ball bearing motor driven, Attrition Mills; 1 three pair high 9x18 Allis Feed Mill, in excellent condition; 1 Hess corn and grain drier, new, never has been set up, capacity 1,200 bu. per 24 hrs. For reasonable quotations on all kinds of mill and elevator equipment write or wire STANDARD MILL SUPPLY COMPANY, 501 Waldheim Building, Kansas City, Mo.

REAL BARGAINS.

Prompt Attention. Quick Shipments. When in need of elevator or mill machinery, notify us. We are headquarters for power and transmission equipment, and have on hand several well-known makes of motors, boilers, engines, etc.

Send us list of all your wants. We can supply you with full line of machinery for elevators, flour, corn and cereal mills. Complete equipment for modern mills of all kinds, molasses, stock and poultry feed plants, plans specifications, flow sheets, etc., our specialty. Write us without delay.

SPROUT, WALDRON & CO.,  
9 S. Clinton St., Chicago, Ill.

MACHINES FOR SALE.

FOR SALE—Union Special Bag Closing Machine, Type L, in good condition. Wire or write Standard Mill Supply Co., Kansas City, Mo.

MACHINES WANTED.

WANTED—Corn cracker, used, small size preferred; must be a bargain. Write The Williams Works, Inc., Huntley, Ill.

WANTED—One used corn cracker and grader, about twenty-five bushels per hour. Write J. L. Baldwin, Edgerton, Minn.

DO YOU WANT to put your idle capital to work? That rusty machine over there in the corner is of intrinsic value to some member of the grain trade. You can make a sale or a trade if you use these columns.

FUNNY EXPERIENCES.

FUNNY STORIES WANTED

Write the story of your funniest grain trade experience to the Journal and you will receive one dollar for each story published. Address The Smile Coaxer, Grain Dealers Journal, Chicago, Ill.

What have you?

FOR SALE

An Elevator  
Machinery  
Seeds

Do you want?

An Elevator  
Machinery  
Position  
Partner  
Seeds  
Help

Grain Dealers Journal

CHICAGO, ILL.

has 6,000 readers who would like to know. Tell them thru a 'For Sale & Want' Ad. Costs 25 cents per type line.

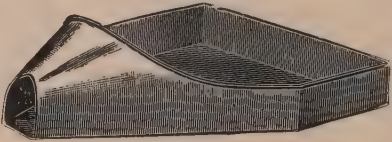
Receiving and Stock Book

Form 321 is designed for keeping a record of each kind of grain received at a country elevator in a separate column so that the buyer by adding up columns may quickly determine the number of bushels of each kind of grain on hand. Columns are also provided for date, name, gross, tare, net pounds, price, amount paid and remarks.

The book is printed on Linen Ledger paper, well bound with keratol back and corners. Each of its 160 pages is 9x12 inches, giving room for recording 3200 wagon loads. Weight 3 lbs. 5 oz. Price \$3.00.

Grain Dealers Journal 309 South La Salle St., Chicago, Ill.

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Made of sheet aluminum, formed by bending, reinforced around top edge with copper wire. Strong, light and durable. The dull, non-reflecting surface of the metal, which will not rust or tarnish, assists the user to judge of the color and detect impurities. Grain Size, 2¼x12x16½", \$2.00. Seed Size, 1½x9x11", \$1.65.

Send All Orders to

GRAIN DEALERS JOURNAL, 309 So. LaSalle St., Chicago, Ill

Duplicating Wagon Load Receiving Book

Hauler	Gross	Tare	Net	

This book is designed to facilitate the work of country buyers during the busy season when each farmer is hauling a number of loads at a time. The above illustration shows the left hand side of the sheet which remains in the book. The outer half has the same rulings, but is printed on the other side of the sheet, so that when sheet is folded back on itself, and a sheet of carbon is inserted, an exact duplicate will be made of each entry. Each page has room for 33 loads and is machine perforated down the middle so outer half may be torn out and given to the farmer or sent to headquarters of line company.

The book is 12x12 inches, check bound with canvas back, contains 225 leaves ruled both sides, and nine sheets of carbon.

Order Form 66. Price \$3.00. Weight. 4 lbs.

Grain Dealers Journal 309 So. La Salle St. Chicago, Ill.

You Can Sell  
Your Elevator

by advertising directly  
to people who want to  
buy, by using a

Grain Dealers Journal  
Want Ad.



## SEEDS FOR SALE—WANTED

**John L. Kellogg Seed Co.**



526 W.  
18th St.

Chicago  
Illinois

**If you have  
a good thing**

**Tell the Grain Dealers—  
They'll do the rest—**

Advertising is the quickest  
and best way—but it must be  
the right kind of advertising.

If you have spent your good  
money without satisfactory re-  
sults, it's a case of wrong arti-  
cle or wrong advertising.

The easiest, most direct,  
most popular and most effective  
way to the grain dealer is The  
Grain Dealers Journal route.  
Try it.

**J. G. PEPPARD SEED COMPANY**

Buyers SEEDS Sellers  
ALFALFA, CLOVER, BLUE GRASS, SWEET CLOVER

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**NORTH AMERICAN SEED COMPANY**

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**"QUALITY BRAND"**

Hardy Wisconsin Grown Clovers

**FIELD SEEDS -- SEED CORN**

Write for Samples and Freight Paid Prices

**FIELD SEEDS**

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Glad to Quote

**J. OLIVER JOHNSON, INC.**

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Buyers and Sellers of Sweet Clover, Alfalfa, Clovers, Timothy, Grasses, Fodder,  
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**BUCKEYE BRAND  
FIELD SEEDS**

Strictly No. 1 Quality

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**LOUISVILLE SEED COMPANY, Inc.**

Louisville, Kentucky

Buyers and Sellers of All  
Varieties of Field Seeds

Headquarters for Redtop Orchard  
Grass and Kentucky Blue Grass

## Grain Receiving Record Books

**Grain Receiving Register.** One of the best forms for recording wagon loads of grain received. It contains 200 pages, size 8½x13½ inches, ledger paper, capacity for 8,200 wagon loads. Bound in canvas. Some enter load records as received, others assign a page to each customer, while others assign pages to different kinds of grain. Bound in strong board covers, canvas back. Headings of 11 cols. are: "Date, Name, Kind of Grain, Gross, Tare, Net, Bushels, Pounds, Price, Amount, Remarks." Shipping weight, 2½ lbs. Order Form 12AA. Price \$3.00.

**Wagon Loads Received** has columns headed: "Month, Day, Name, Kind, Gross and Tare, Net Pounds, Bushels, Pounds, Price, Dollars and Cents, Remarks." It has 200 pages, size 9½x12 inches, and room for 4,000 loads. Printed on linen ledger paper, with strong cloth covers and keratol corners and back. Shipping weight, 2 lbs. Order Form 380. Price \$3.00.

**Receiving and Stock Book.** Many dealers prefer to keep each kind of grain received from farmers in separate columns so each day's receipts may be easily totaled. This book is designed for this purpose. It contains 200 pages, size 9½x12 inches, and will accommodate 4,000 loads. Well bound in black cloth and keratol back and corners. Shipping weight, 2½ lbs. Order Form 321. Price \$3.00.

**Grain Receiving Ledger** is an indexed book especially adapted for keeping individual accounts with farmer patrons. Each page is 8½x13½ inches, numbered and ruled for 44 entries. Ledger paper and well bound in cloth with keratol back and corners. 228 pages. Shipping weight, 3 lbs. Order Form 43. Price, \$3.50.

Form No. 43 XX contains double the number of pages. Shipping weight 4½ lbs. Price, \$5.50.

**Grain Scale Book** is designed to assign separate pages to each customer and their names can be indexed so their accounts can be quickly located. It contains 252 numbered pages, of high grade linen ledger paper. Each page is 10½x15½ inches, will accommodate 41 wagon loads and it has a 28-page index. Well bound with cloth and keratol back and corners. Shipping weight, 4½ lbs. Order Form 23. Price, \$4.75.

**Grain Dealers Journal**

309 South La Salle St., Chicago, Ill.

## Grain Shipping Record Books

**Record of Cars Shipped.** This form enables country shippers to keep a complete record of each car of grain shipped from any station, or to any firm. It has the following column headings: Date Sold, Date Shipped, Car Number, Initials, To Whom Sold, Destination, Grain, Grade Sold, Their Inspection, Discount, Amount Freight, Our Weight Bushels, Destination Bushels, Over, Short, Price, Amount Freight, Other Charges, Remarks. The book contains 80 double pages of ledger paper, size 9½x12 inches, and has spaces for recording 2,320 carloads. Well bound in heavy cloth with keratol back and corners. Shipping weight, 2½ lbs. Order Form No. 385. Price \$3.00.

**Sales, Shipments and Returns.** Is designed to save time and prevent errors. The pages are used double. The left hand pages are ruled for information regarding "Sales" and "Shipments"; the right hand for "Returns". The column headings enable you to make complete records for each transaction. The book contains 80 double pages, and index of ledger paper, size 10½x16 inches, will accommodate records for 2,200 cars. Bound in heavy canvas with keratol corners. Shipping weight, 3½ lbs. Order Form 14AA. Price \$3.75.

**Grain Shipping Ledger** for keeping a complete record of the shipments of 5,000 cars. Facing pages are given to each firm to whom you ship and page is indexed. This book contains 80 double pages of ledger paper with 16-page index, size, 10½x15½ inches, well bound with cloth covers and keratol back and corners. Shipping weight, 4 lbs. Order Form No. 24. Price, \$4.25.

**Shippers Record Book.** This book is designed to save labor in handling grain shipping accounts and gives a complete record of each car shipped. Its 80 double pages of ledger paper, size 9½x12 inches, provide spaces for 2,320 carloads. Wide columns provide for the complete record of all important facts of such transactions under their respective heads. Bound in heavy cloth with keratol back and corners. Shipping weight, 2½ lbs. Order Form 20. Price \$3.00.

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309 South La Salle St., Chicago, Ill.



ANOTHER APPLICATION OF **SKF** BEARINGS AT THE  
FARMERS CO-OPERATIVE ELEVATOR & SUPPLY CO.



Equipped with the highest priced bearing in the world

YOU MAY BUY A  
BEARING AS A  
BARGAIN BUT  
TRY AND GET A  
BARGAIN OUT OF  
USING IT

*for*  
Nothing is apt to cost so much  
as a bearing that cost so little.



## Only Two Seasons' Use and Mr. Johnston Looks to Continued Benefits of **SKF** Bearings

**T**WO harvest seasons have proven the value of **SKF** Ball Bearings to Mr. C. G. Johnston, of the Farmers Co-operative Elevator and Supply Co., Norwich, Kansas, who enthusiastically wrote to us a few months ago as follows:—

"We installed four **SKF** Ball Bearings in our largest elevator just before the harvest season began in 1927. Two of these were placed on the head-shaft and two on the jack-shaft. Through the two harvests and big marketing seasons that have followed these bearings have given perfect service.

"Before we had these bearings installed the motor that is connected to the jack-shaft with a short belt, carried a slight over-load. If the valve to the boot was opened a little too far the motor labored and the leg slowed up and some-

times stopped. Then we had the labor of cleaning out the choke-up.

"Installation of your bearings reduced the power requirements so far that the same motor now runs easily, even though the valve to the boot is opened wide. The leg does not slow up and we have had no chokes to clean out during the past two seasons.

"Greasing is reduced to a minimum where these bearings carry the load. They were packed with grease when they were put in and our regular inspections of them since have shown that none has had to be added. The bearings have run cool and we feel safe from fire hazards arising from this source.

"We believe it is to the interest of every grain handling plant interested in saving power, labor and fire risk to install such bearings."

**SKF** INDUSTRIES, INCORPORATED, 40 East 34th Street, New York, N.Y.

2218

# SKF

## Ball and Roller Bearings



## GRAIN DEALERS JOURNAL

309 South La Salle Street, Chicago, Ill., U. S. A.  
Charles S. Clark, Manager

Published on the 10th and 25th of each month in the interests of better business methods for progressive wholesale dealers in grain and field seeds. It is the champion of improved mechanical equipment for facilitating and expediting the handling, grinding and improvement of grain, feeds and seeds.

**SUBSCRIPTION RATES** to United States, semi-monthly, one year, cash with order, \$2.00; single copy, 20c.

To Foreign Countries within the Postal Union, prepaid, one year, \$3.00; to Canada and Mexico, prepaid, \$2.50.

**THE ADVERTISING** value of the Grain Dealers Journal as a medium for reaching progressive grain dealers and elevator operators is unquestioned. The character and number of advertisements in each number tell of its worth. If you would be classed with the leading firms catering to the wholesale grain trade, place your announcements in the Journal.

Advertisements of meritorious grain elevator machinery and supplies and of responsible firms who seek to serve grain dealers are solicited. We will not knowingly permit our pages to be used by irresponsible firms for advertising a fake or a swindle.

**LETTERS** on subjects of interest to those engaged in the grain trade, news items, reports on crops, grain movement, new grain firms, new grain elevators, contemplated improvements, grain receipts, shipments, and cars leaking grain in transit, are always welcome. Let us hear from you.

**QUERIES** for grain trade information not found in the Journal are invited. Address "Asked-Answered" department. The service is free.

CHICAGO, FEBRUARY 10, 1929

**THE SHIPSTEAD** refund bill is reported passed by Congress so that country elevator operators who held grain for the U. S. Grain Corporation when cars were not obtainable will be reimbursed for part of the agreed storage at least.

**FLAXSEED** duties should be high enough to protect the farmer, but the linseed oil manufacturer should have a corresponding measure of protection by a higher duty on the oil, unless it is desired to destroy the farmers home market for flaxseed.

**SIGNING NOTES** to accommodate friends is a bad practice, as the directors of the Farmers Elevator at Lewis, Ia., have discovered. To help out their company they gave a note for \$18,000 to the bank, to ease over a drop in the market on wheat, but when they tried to pass the burden to all the stockholders who were the real beneficiaries the supreme court stepped in with a decision against the directors.

**TRADE** practice agreements as formulated to and accepted by the Federal Trade Commission have so much merit that a special committee of the Chamber of Commerce of the United States has been named to weigh the matter of procuring the observance of the agreements by the members of the particular industry. As a practicable means of putting a stop to unfair, ruinous and cut-throat competition the trade practice agreement under the auspices of the Commission merits the earnest study of association workers, with a view to the extension of the plan.

**GRAIN BUYERS** everywhere will enjoy the experience of the Kansas dealer who refused to contribute hush money on the strength of a short weight claim of a farmer patron. You will find it in "Letters," this number. Don't fail to read it. It shows how weak-kneed the bluffers are when called.

**THE GRAIN** dealer who gives free storage or the rise of the market and tries to excuse the bad practice by pointing out that the other fellow is doing it, is perhaps himself guilty of preventing the other fellow from stopping this foolish method of doing business. The thing to do is to quit, and never mind the other fellow.

**OVERBIDDING** FOR grain has recently brought financial disaster to an Iowa elevator operator who no doubt thought he was compelled to pay more than the market justified because the farmers told him some of his competitors were doing so. Grain buyers should stop and figure out how impossible it is to buy grain at a price above the market, ship it and still realize a profit from its handling.

**STEALING BEANS** from a Michigan elevator is accompanied with unusual hazard. Thieves steal all kinds of valuable seeds from Ohio and Indiana elevators and never worry about the results, but over in Michigan they have a habitual criminal law that resulted in one thief being sent to prison for life after admitting that he stole thirty bags of beans from an elevator at Uniondale. A few sentences of that kind would soon drive all the thieves out of Michigan into nearby states.

**DUST** from a hammer mill operated in connection with a poultry feed store at North Manchester, Ind., was declared by the city health board to be a nuisance injurious to the health of the community. It is flattering to the proprietor that his neighboring merchants signed a remonstrance against closing the mill, proving that a feed grinding plant is considered an asset to the business community. All objections, however, can be removed by installing a dust collector of adequate capacity and correct design.

**POOL** managers thrive on the blind faith of their dupes, who, however, sometimes wake up and apply the test of business practices to their operations, as was the case in Arkansas. There 221 members got out their hatchets for the Rice Growers Co-operative Ass'n, and by threatening suit to throw the organization into receivership obtained the return of their contracts. The ass'n will drop all suits against the contract breakers, who will be free to sell their crop to the independent buyers at the top of the market.

**STARTING** a new business in Wisconsin would be made more difficult under a bill introduced in the legislature by an assemblyman from Milwaukee. The applicant to open a retail establishment would be required to notify the state banking commissioner, who, on receipt of a fee of \$250, would call a hearing on the need for the competitor. If this extension of the principles governing public utilities to cover merchants can pass the constitutional test then every occupation will be subject to state limitation, of competition.

**STORING GRAIN** on the farm would at least keep it out of sight and relieve the market from its depressing influence. The farmer who can afford to hold his grain and provide good facilities for protecting it from thieves, rodents and deterioration will help not only himself but his brother farmers to a higher range of prices by hiding his surplus until he is ready to sell.

**THE BILL** introduced in the Illinois legislature by the state representative from Elgin prohibiting the sale of any farm product for more than twice what the producer got for it originally need give grain buyers and milk distributors no concern, since no such measure can get by the supreme court, as depriving the owner of an article of his right to dispose of his own property.

**POOLS** are losing ground when public sentiment turns against them, as was evident in the suit by the Kansas Wheat Growers Ass'n against a member, where the jury gave judgment for the defendant, who claimed he had grown only 888 bus. when the elevator record showed 3,256 bus., altho there were no facts to sustain the verdict. The pool got such a raw deal in court the Supreme Court modified the judgment on appeal.

**COMBINED GRAIN** continues to make trouble for small grain growers and elevator operators generally. One North Dakota elevator operator at the recent convention reported profitable results from the installation of a drier to put all combined grain in marketable condition before shipping it. If the drier proves a profitable investment in North Dakota it surely should in many of the other wheat growing states.

**AGRICULTURE** in the United States is in the throes of a reorganization in which professional farm managers and utilization of waste will be prominent factors, to the exclusion of political agitators and self appointed friends of the farmers who curry favor by false charges against the grain dealing middleman. Speed the day that the farmer becomes a businessman with whom the grain buyer can deal just as he does with the banker.

**WEIGHING LARGE** trucks on small scales one end at a time is not recommended by any scale men of experience. During a discussion before the Illinois farmers' meeting, Weighmaster Schmitz expressed the belief that the time was not far distant when all elevator operators would be using a 16-ft. platform on a 15 ton truck scale. The heavily laden trucks have broken down so many of the old out of date scales of small capacity the wonder is any of the old scales remain to be changed.

**FREE STORAGE** has long made a world of trouble for country elevator operators in the spring wheat states, as is clearly reflected in the discussions before the North Dakota Ass'n in this number. Storing is required by law and the charges fixed by statute, but in the older states country elevator operators use free storage as a subterfuge for handicapping their business and giving away their working capital. It is one form of cutthroat competition that has wrecked many a grain merchant. Why continue?



THE CARAWAY bill designed to stop the buying and selling of cotton and grain for future delivery does not seem to have much of a chance of getting thru Congress at the present session. However, all grain dealers owe it to themselves to protest vigorously against this unconstitutional interference with their right to contract.

THE REMARKABLE increase in the installation of anti-friction bearings in grain elevators is most pleasing. Not only has it materially reduced the power bills of the elevator owners, but also reduced the fire hazards and minimized the labor of lubricating the bearings. It is one way to reduce the trials of the elevator man that is not expensive.

FROSTED WHEAT has given wheat growers of the spring wheat territory considerable worry for several seasons past with the natural result that many investigations have been conducted for the purpose of determining the advisability of using any of this wheat for seed. The review of these investigations, published elsewhere in this number and most vividly illustrated, should stimulate elevator operators handling frosted seed wheat to exercise every precaution against selling seed to their farmer patrons which will not germinate.

WAREHOUSES FOR agricultural products will be built along the Mississippi and the Missouri rivers by the state if the bill of Senator Lange of Dubuque is enacted into law. It does not matter that the barge service is not sufficiently dependable to warrant any one attempting to ship products by water, but there seems to be no demand for warehouse space in excess of that already existing. This impracticable scheme would hurt rather than help the farmer who already has invested a large sum of money in grain elevator facilities at points where transportation is always available.

SAFETY first should always be the first consideration if serious personal injury or accidental death is to be avoided when undertaking repairs in the elevator. Before going down into the dump pit the operator should make certain that nothing will fall upon him. An unfortunate accident in the elevator at Ottosen, Ia., recently brot misfortune to the wife and six children of the assistant manager, who had gone down into the pit to repair the dump which was not operating satisfactorily, when it fell, catching him across the back and paralyzing him from the waist down.

REFLECTING PROTEIN premiums back to the grower is a problem that is most difficult to solve because of the wide variation in the percentage of protein content of the different lots of grain brought to market by farmer patrons. One way which is claimed by some buyers to be fair is to keep close record of the percentage of protein content of each shipment and the premium received for it, then to give growers 50% of the average received according to the returns each week. It is utterly impracticable for the country elevator operator to attempt to make protein tests in his elevator. A trained chemist with a complete laboratory equipment is necessary to make tests that are dependable.

EVERYONE SEEMS determined to salvage as much corn stalks and corn cobs as possible. In Illinois a pulp mill is preparing corn stalks for the manufacture of paper. A German chemist has developed a process of extracting sugar from corn stalks to be used as cattle food. Organic chemists of the Iowa State Agricultural College have derived a compound said to be three hundred times as sweet as sugar from corn cobs and feeding tests are now being made with a view to determining the value as an animal feedstuff. Grain elevator operators who have been burning cobs for many years would indeed be glad to dispose of the refuse.

### Inspecting Grain for Revenue Only.

The politicians guiding the legislature of the great state of Kansas have always had a weakness for grabbing at the surplus funds of the State Inspection Dept., whenever they thought no one was looking, and the present legislature seems determined to prove that it is up to the average. Of course, these wise law-makers are all out to help the farmer market his grain as efficiently and with as little expense as possible, yet they have increased the cost of State Inspection by over \$230,000 since the Department was established by transferring various amounts to the General Fund.

The last excuse for dipping into the inspection fees is that by doubling the amount paid the state annually to 10% of the fees collected the state is reimbursed for the Department's proportion of administrative expenses of the auditor, treasurer, accountant and attorney general and to cover the cost of state printing. No one has attempted to explain why all the other expenses of the state government are not also paid out of the inspection fees, but to insure the Grain Inspection Dept. contributing a liberal amount it was also compelled to pay an old printing bill for \$8,899.00 which should have been paid out of the General Fund several years ago.

Grain growers of Kansas who are willing that the marketing of their products shall be taxed a dollar a car in order to raise sufficient funds to pay all the expenses of the state government should write their representatives at Topeka and tell them how pleased they are to have the other taxpayers of the state relieved of their share of the expense of the government.

Several years ago a law was enacted requiring a reduction of the inspection fee to 60c a car whenever the Inspection Dept. had accumulated a surplus of \$90,000, but sad to relate there seems to be no officials determined to respect both the spirit and the letter of the law, so the grain shippers of the state and their patrons must fight with the law-makers to avoid being forced to bear more than a reasonable share of the state's expenses. The grading of grain is designed primarily to facilitate and expedite the marketing of the farm products of the state. When the inspection fees have paid all the expenses of the Inspection Dept. the surplus then should be used to reduce the inspection fee to a nominal sum until the surplus has been dissipated; otherwise, the politicians are sure to grab it, just as they have always done heretofore.

### The Grain Dealer's Interest in Better Seed.

Grain shippers owe it to themselves and to their farmer patrons to make an earnest effort to induce all their patrons to grow similar varieties so as to facilitate the assembling of pure grain of that variety in carload lots. Where the country elevator operator finds it necessary to fill up his cars with a dozen different varieties he invariably experiences difficulty in finding an attractive market for the mongrel mixture at a price anywhere near the ruling price for pure varieties.

Grain elevator operators can help their farmer patrons to better prices and a stronger market if they will assist and encourage them to plant grain of a desirable variety. Too many farmers are caught by bargain counter sales of undesirable seed, which often results in their harvesting a very small crop of poor quality grain. The grain dealer could well afford to put in a germinator and ship in seed of known quality so as to help his patrons to an increased yield of good grain. Some enterprising elevator operators who have striven earnestly to help their patrons to better seed have been well repaid for their labor by a greater volume of grain to handle as well as improved quality and more satisfactory returns from the crop both for themselves and farmers.

No one in the community is more deeply interested in more and better grain than the grain dealer. The farmers should quickly understand that the dealer's interests in their welfare is bound to result in indirect benefit to himself, hence, they will naturally have more faith in the seed offered by the grain dealer. In order to avoid doing violence to this confidence of his farmer patrons in his desire to help them, the elevator operator should test or have tested for germination all seed offered for the use of his farmer patrons, and no seed should be permitted to pass into the hands of growers until it has been thoroly cleaned.

The improved seed campaigns being conducted in different sections of the country thru the elevator operators are most commendable and merit the earnest support of every elevator operator. It is surely possible to greatly improve the quantity and quality of the grain crops grown, but not without the earnest co-operation of the elevator operator.

CARS CONTINUE to leak grain altho not as freely as in years gone by. This is due no doubt to the vigilance of the railroad companies in keeping their box cars in better condition and better cooerage methods and practices in vogue with the grain shippers of the land. Last year over 4,000 cars arrived in Chicago leaking grain, which was about 3.73% of the total number of grain-laden cars received during the year. This is a marked improvement over the condition existing several years ago, but shows that there is still room for further improvement. We sincerely hope that whenever shippers do see a car leaking grain in transit they will send us full particulars so we may publish same in our "Leaking in Transit" department—and thereby help some suffering shipper to collect for his loss.



## Price Fixing Unconstitutional.

Attempts by government to fix the price of grain under the proposed McNary-Haugen legislation would seem to come under the decision of the Supreme Court of the United States Jan. 2, 1929, denying the State of Tennessee the constitutional right to fix the price of gasoline.

The value of this decision as a precedent against price-fixing of other commodities is diminished on account of the elastic meaning of the phrase "affected with public interest," as to whether wheat, for example, may be more affected with public interest than gasoline.

The Tennessee law enacted in 1927, chapter 22, provided that the state commissioner of finance and taxation should set the price at which gasoline should be sold. Violation of the act was made a misdemeanor punishable by fine and imprisonment.

Suits were brot against Albert S. Williams, Commissioner of Finance, by the Standard Oil Co. of Louisiana and the Texas Co. to restrain the enforcement of the law, and on appeal from a temporary injunction the case came before the Supreme Court of the United States, which held the law invalid as depriving sellers of property without due process contrary to Const. U. S. Amend. 14.

The Supreme Court said: The principal ground of attack, and the only one we need to consider here, is that the Legislature is without power to authorize agencies of the state to fix prices at which gasoline may be sold in the state, because the effect will be to deprive the vendors of such gasoline of their property without due process of law in violation of the Fourteenth Amendment.

It is settled by recent decisions of this court that a state Legislature is without constitutional power to fix prices at which commodities may be sold, services rendered, or property used, unless the business or property involved is "affected with a public interest."

**Affected with Public Interest?**—Nothing is gained by reiterating the statement that the phrase is indefinite. By repeated decisions of this court, beginning with *Munn v. Illinois*, 94 U. S. 113, 24 L. Ed. 77, that phrase, however it may be characterized, has become the established test by which the legislative power to fix prices of commodities, use of property, or services, must be measured. As applied in particular instances, its meaning may be considered both from an affirmative and a negative point of view.

Affirmatively, it means that a business or property, in order to be affected with a public interest, must be such or be so employed as to justify the conclusion that it has been devoted to a public use and its use thereby in effect granted to the public. *Tyson & Brother v. Banton*, supra, 273 U. S. 434 (47 S. Ct. 426).

Negatively, it does not mean that a business is affected with a public interest merely because it is large or because the public are warranted in having a feeling of concern in respect of its maintenance. The meaning and application of the phrase are examined at length in the *Tyson Case*, and we see no reason for restating what is there said.

In support of the act under review it is urged that gasoline is of widespread use; that enormous quantities of it are sold in the state of Tennessee; and that it has become necessary and indispensable in carrying on commercial and other activities within the state. But we are here concerned with the character of the business, not with its size or the extent to which the commodity is used. Gasoline is one of the ordinary commodities of trade, differing, so far as the question here is affected, in no essential respect from a great variety of other articles commonly bought and sold by merchants and private dealers in the country. The decisions referred to above make it perfectly clear that the business of dealing in such articles, irrespective of its extent, does not come within the phrase "affected with a public interest." Those decisions control the present case.—49 Sup. Ct. Rep. 115.

**Wichita, Kan.**—The Southwestern Cereal Chemists Ass'n, which is the pioneer section of the American Ass'n of Cereal Chemists, held its annual meeting here on Feb. 9.

## Disclaimer of Seed Warranty.

The Supreme Court of Oklahoma on Jan. 5, 1929, denied a rehearing in the suit by the Pauls Valley Grain & Seed Co., of Pauls Valley, Okla., against the Mangelsdorf Seed Co., Atchison, Kan., to recover damages for alleged breach of warranty of broom corn seed.

The Pauls Valley Co. claimed an oral contract for 3,000 pounds of standard evergreen broom corn seed, and resold the seed to farmers with a guaranty that it was such seed, but the crop proved to be dwarf broom corn, and the Pauls Valley Co. became liable to its customers in the sum of \$3,000.

The Mangelsdorf Seed Co. claimed the sale was made to the representative of the buyer present in its office at Atchison and that then and there was delivered a confirmation of sale in writing, containing above the signature the words:

"We give no warranty, express or implied, as to description, quality, productiveness, or any other matter of seeds we send out, and we will not be in any way responsible for crop."

The Pauls Valley Co. got judgment for damages in the district court of Garvin County, but this was reversed by the Supreme Court, saying:

Defendant complains of the refusal of the court to instruct the jury:

(1) "You are instructed that when a contract of sale is reduced to writing that all statements or representations made in the course of the negotiations not incorporated in the written agreement do not form or constitute any part of the contract."

(2) "You are instructed that when a contract is reduced to writing that all the terms and conditions of the sale are governed by the writing and cannot be varied by oral statements made either before or after the execution of the written contract."

The main issue was whether the real contract was oral, as contended by plaintiff, or written, as contended by defendant. This issue was not by any specific instruction submitted to the jury. The requested instruction, or the substance thereof, should have been given, in connection with an instruction presenting the issue above stated. It is the duty of the trial court to instruct the jury on the theory of each party, and this we think was not fully done.

In *White v. Oliver*, 32 Okl. 479, 122 P. 156, it is held:

"It is error to give an instruction, presenting to the jury a theory of the case, when there is no evidence to support the theory."

Under the foregoing authorities, we think the instructions complained of were prejudicial error.

For the errors pointed out, the judgment should be reversed, and defendant be granted a new trial.—273 Pac. Rep. 252.

The relation of weather conditions to crop yields during the 40-year period, 1882-1921, with particular reference to the northwestern part of the Great Plains region in Montana, is reviewed by P. Patton in *Montana Station Bulletin* 206 (1927). He says the normal precipitation for the crop year Sept. 1 to Aug. 31, inclusive, was 13.51 in. at Havre, 13.9 at Miles City and 14.08 in. at Williston, N. D.; for the growing season, Apr. 1 to Aug. 31, inclusive, 8.51 in. at Havre, 8.43 in. at Miles City and 9.65 in. at Williston. "In this region it has been shown that summer following part of the land each year is a necessary adjunct to successful farming when wheat is the major or sole crop. . . . A year of abundant rainfall may be followed by one of great deficiency, or the reverse, and with no apparent order."

The secret of success is concentration. Wherever there has been a great life, or a great work, that has gone before. Taste everything a little, look at everything a little; but live for one thing. Anything is possible to a man who knows his end, and moves straight for it, and for it alone.—Ralph Iron.

## Railroad Must Serve Sidetrack.

The Supreme Court of Ohio on Nov. 28, 1928, affirmed a decision of the Ohio Public Utilities Commission against the New York Central Railroad Co. requiring the railroad company to maintain a switch track to a mine in Muskingum County owned by the Dempster Estate.

Plaintiffs alleged that the New York Central Railroad Co. and its predecessors in title have for more than 25 years last past owned and maintained a switch track 4,400 feet long, leading from its branch line to such coal mine; that for 22 of the 25 years the New York Central Railroad and its predecessors in ownership adequately served such mine; that for the last 2 years such mine has not been operated; that in May, 1928, complainants resumed operation, and demanded, in writing, of the New York Central Railroad Co. that it furnish cars for loading and transporting coal to various markets within the state of Ohio; and that the New York Central Railroad Co. refused and still refuses to furnish such cars.

Repairs were needed to the track. The Dempster Estate considered it the duty of the railroad company to make the repairs, while the railroad company insisted the mine-owner should pay for the repairs.

The Utilities Commission ordered the railroad to make the specified repairs, pending a full hearing on the question of payment, and later ordered the railroad company "to render service to the complainants." From this order the railroad company took an appeal.

The Supreme Court said: The Public Utilities Commission was confronted with the situation of an existing common carrier railroad owning a spur or switch track extending to the tipple of the complainants; the complainants owning a mine fully equipped and a supply of unmined coal, desiring service from the common carrier, the common carrier refusing to render such service.

The application for the order was for intrastate service. The Public Utilities Commission of Ohio has jurisdiction of intrastate service and over spurs and switches. The fact that the rendering of service by the common carrier may create a liability growing out of a contract does not operate to deprive such commission of jurisdiction to require service.

Paragraph 22 (title 49, § 1, par. 22, U. S. Code) provides:

"The authority of the Commission conferred by paragraphs (18) to (21), both inclusive, shall not extend to the construction or abandonment of spur, industrial, team, switching, or side tracks, located or to be located wholly within one State, or of street, suburban, or interurban electric railways, which are not operated as a part or parts of a general steam railroad system of transportation."

It will be noted that the record does not disclose any order of the Interstate Commerce Commission to have been made with reference to this particular spur or switch.

It is further suggested that the effect of such order constitutes a discrimination in favor of the complainants.

The Public Utilities Commission of Ohio has not determined where the expense of repair shall ultimately be charged, and, until that question is determined adversely to the New York Central Railroad Company, the question of discrimination will not arise; and, when it does, if at all, it will arise out of a contract antedating any present policy of such company, the federal government, or the Interstate Commerce Commission.—164 M. E. Rep. 427.

**Maisewood**, an insulating board made from cornstalks, is being developed by T. R. Naffziger, graduate student in chemical engineering, under direction of Dr. O. R. Sweeney, chemical engineer for the Iowa Engineering Experiment Station. Laboratory tests show it has all the requirements of good insulating material and can be advantageously substituted for cork and similar insulators.—A. T.



## Asked—Answered

[Readers who fail to find trade information desired should send query for free publication here. The experience of your brother dealers is worth consulting. Replies to queries are solicited.]

### Law in Indiana on Ear Corn Bushel?

*Grain Dealers Journal:* What is the Indiana state law on number of pounds per bushel for ear corn at this time of year?—L. A. DeBolt, Monroeville, Ind.

**Ans.:** Indiana law provides seventy pounds ear corn shall constitute a bushel until December first. Thereafter sixty-eight pounds. The number of pounds of ear corn (husked) runs 70 lbs. to the bushel in Ala., Ark., Colo., Ga., Ida., Ill., Kan., Md., Mich., Minn., Mo., Mont., Nebr., Nev., N. J., N. M., N. C., N. D., Okla., Pa., R. I., S. C., S. D., Tenn., Vt., Va., and Wyo.

In Indiana and Ohio 70 lbs. is a bushel until Dec. 1, 68 lbs. thereafter; in Kentucky 70 from Nov. 1 to May 1, and 68 thereafter; Mississippi, 72; Texas, 72 before and 70 after Dec. 1; West Virginia, 68 if dry, 72 if green.

If the sale is made across a state line the weight should be that in the state in which the contract is to be performed.

### Rental for Elevator Sites.

*Grain Dealers Journal:* I think we are paying considerably more for our site than we should, the same having been appraised in 1920, when property was selling twice as high as at present.

There have been articles in previous issues of the Journal regarding the fair rental of sites of grain elevators being limited to 6 per cent. When did these appear?—H. Utoft, mgr. Utoft Grain Co., Tyler, Minn.

**Ans.:** The procedure to be taken to protect lessee against exorbitant demands is outlined in the Journal Mar. 25, 1926, pages 340 and 341. Reference to rentals properly chargeable for elevator sites are made on pages 344 of Sept. 25, 67¢ of Dec. 10 and 73¢ of Dec. 25, 1926, numbers.

In some states, such as Minnesota and North Dakota, as stated in full on page 88 of the Journal for Jan. 25, the grain shipper is protected by a law leaving the amount to be paid to trial in court.

### Carrier Liable for Delay?

*Grain Dealers Journal:* We bot two cars of beans from Duthie & Co., Lewiston, Ida., moving from Moscow to Kansas City and St. Louis, Mo. At Kansas City the B/L was not available and shipper procured movement out by giving bond.

When we undertook to order disposition of the cars the railroad company in writing informed us there were exchange Bs/L out against these cars. When the railroad company finally did accept our original Bs/L, after learning that there were no exchange Bs/L outstanding, several days had elapsed and the beans, which were being held at St. Louis, went out of condition.

The beans were in good condition June 27, 1928, but the weather was very hot and about one-fourth of 1 per cent of the beans started to mold by July 12. We took possession of the cars, conditioned the beans and sold them to the best advantage, but there is a loss of \$5,800 due to going out of condition and decline in market, the market having dropped \$1.50 per bag.

Now the railroad company refuses to pay our claim, alleging we did not present the B/L and make proper demand. Our negotiations were carried on over the telephone while we had the Bs/L at our bank in Chicago. Have we a good claim?—R. V. Judson, Judson Michigean Co., Detroit, Mich.

**Ans.:** The burden of loss due to delay during which the beans went out of condition and the market declined must be borne by the party who caused the delay, in this case the railroad company, which was holding the shipment waiting for an exchange B/L that did not exist. The fault seems to have been in the clerical department of the railroad company not having proper records.

### Patent on Elevator Dock?

*Grain Dealers Journal:* The City of Buffalo has been threatened with suit under patent No. 1,089,405 granted Mar. 10, 1914, to J. D. Carey of Cleveland, O., assignee for the inventor, Wm. S. Ferguson of the same place, for a reinforced concrete dock or pier.

In looking up the prior art we find that substantially the same construction was employed in the building of the West Shore Elevator, Pier No. 7 at Weehawken, N. J., which is still in existence and in operation.

We would like to know in what numbers of the Grain Dealers Journal illustrations of the West Shore Elevator originally appeared and were accompanied by descriptive matter.—Popp & Powers, patent lawyers, Buffalo, N. Y.

**Ans.:** The construction of this West Shore Elevator was illustrated and described in the Journal for June 25, 1905, pages 731, 732, 733, considerably antedating the patent, which therefore would be invalid covering the same construction.

### Deductions from Federal Income Tax?

*Grain Dealers Journal:* Our company, which was chartered under the laws of Missouri, has been in operation a little over three years; capital stock \$13,500. Surplus accumulated up to Jan. 1, 1928, approximates \$7,200. Net profit for 1928 will approximate \$7,500.

When computing federal income tax can we make a deduction of 8% on the capital stock and surplus as of Jan. 1, 1928, or must we deduct on stock alone?

What other deductions can we make that will help to reduce the amount of our tax?—J. H. Braden, mgr. Drexel Elevator & Merc. Co., Drexel, Mo.

**Ans.:** No deduction can be made for capital stock or surplus. The 8 per cent provision applied under the old excess profits tax law. That has been repealed and there is now only the income tax, the amount of which has nothing to do with the capital of an enterprise.—M. L. Seidman of Seidman & Seidman, New York.

### Not Necessary to Brand Feeds.

*Grain Dealers Journal:* Would you kindly advise if it is necessary to brand a feed if we would ship FOB Davenport to a consumer in any state outside of your home state in which you have the feeds registered. To explain it further supposing a radio station was to take up the selling of feed and this station was situated in the state of Iowa and the feeds that he had to sell were registered in the state of Iowa could this station go ahead and ship farmer Brown in Illinois, Minnesota, Wisconsin or some other state direct without complying with registration law of the state he shipped into.—Teske Milling Co., Karl P. Teske, Davenport, Ia.

**Ans.:** State requirements of registration and branding are not applicable until the feed is offered for sale in the state into which shipped.

The sale having been made in the State of Iowa and the feed being the property of the buyer in the other states on a sale f. o. b. Davenport the states would not interfere in the transaction. If the shipment was made to a dealer in the other states and the dealer undertook to offer the feed for resale the provision of the state statutes would apply.

The federal Pure Food and Drug Act would apply only if branded feeds are shipped across a state line, the act requiring that foods not fall below the guaranty or statement on the brand, label or invoice.

The manufacturer complying with the registration laws of the states into which he ships finds it helpful to his business, the retailers of his product being more disposed to push the sale when the manufacturer stands behind his goods.

### Montreal Grading U. S. Wheat Higher.

Incidental to their joint report on the diversion of traffic from United States to Canadian ports the Department of State, Department of Agriculture, and the Interstate Commerce Commission, have touched upon the grading of wheat grown in the United States and exported thru the port of Montreal. In part the report declares:

Cases have come to the attention of the United States Government in the past in which grain of United States production exported from Montreal received a higher grade than the same grain would have received if exported from a United States port.

In the case of dockage and other foreign material in grain, especially wheat and rye, there is a fundamental difference between the Canadian standards and their application at Montreal and the United States standards and their application at ports in the United States. In inspection under the United States Grain Standards Act, inspectors first remove from the sample under inspection its foreign material content by means of mechanical apparatus suited for the purpose before determining the grade of grain. The amount of the foreign material removed is carefully determined by weight and noted on the certificate of inspection.

In the case of Canadian standards applicable to Canadian-grown grain, it is the amount of foreign material which, in the judgment of the inspector, must be removed to render the grain "commercially clean."

In the case of Canadian standards applicable to grain of United States production at Montreal, the factor "dockage" is not provided for except to the extent that the amount of foreign material permitted in the various grades may be visualized in the standard samples prepared to typify grades for United States grain. This difference might well find expression in a lack of uniformity in the assessment of dockage on identical lots of American grain in Montreal and in United States ports.

It is possible that the above mentioned situation may have caused exporters of United States grain in some cases to route their shipments thru Montreal rather than thru a United States port. The extent to which this has prevailed cannot of course be definitely ascertained. This feature must of necessity be considered in connection with other more tangible factors which have a bearing on the routing of grain discussed elsewhere in this report.

As illustrative, however, of the need for a better understanding, on the part of consuming buyers of export grain of United States production, of the difference in methods of inspection and grading in the United States and in Canada, there is quoted below an excerpt from a letter dated Oct. 21, 1925, from the Liverpool Corn Trade Ass'n, to the Board of Grain Commissioners for Canada.

"It would appear to be extraordinary if it is admitted that grain of United States production passing thru Canada and certified by the Canadian authorities may be inferior to the same grade of United States grain shipped direct from the American seaboard and certified by the Federal authorities. But if this is the true state of matters, the trade of the United Kingdom must be made aware of it as soon as possible so that our offers may be adjusted accordingly."

It has been suggested to the Department of Agriculture that the official grain standards of the United States as applied in United States ports should be altered to meet the standards in effect for American grain at Montreal. This suggestion does not appear to offer a feasible solution. Furthermore, it might result in a tendency to lower American standards, and any lowering of the standards at United States ports as applied to export grain below the standards prevailing in domestic trade, would be inconsistent with the spirit and intent of the United States Grain Standards Act, and would most certainly be adverse to the interests of United States producers of grain.

In view of the fact that the grain involved is of United States production, and the grade designations employed are those officially promulgated under the United States Grain Standards Act, it is manifest that the inspection and grading of such grain (if it is to be continued in Canada) should be on a parity in both countries. This is especially true in view of the fact that the so-called North American contract at present in vogue is satisfied by official certification in either country.

There can be no doubt that foreign buyers of United States grain expect to receive grain of the quality and degree of cleanliness reflected by the official grain standards of the United States, whether such grain is shipped from a Canadian or a United States port. To conclude otherwise would recognize a hazard not contemplated by the buyer in the option afforded the seller to ship from an Atlantic and-or Canadian and-or U. S. A. Gulf of Mexico port of shipment.

To this principle of parity of inspection of



United States grain in both countries the Canadian Government has already agreed. The task of making effective this agreement is one which must necessarily rest primarily in the hands of Dominion officials in the light of prevailing Canadian law. It is believed that this is a matter of practically as great importance to the Canadian authorities as to the United States Government.

It is felt that such a parity may be accomplished and maintained. To this end, the appropriate authorities of the United States propose to endeavor to make arrangements for a conference to be held between representatives of this Government and of the Canadian Government in order that there may be a full exchange of views.

## Tariff Revisions Recommended.

Charles W. Lonsdale, representing the Kansas City Board of Trade before the House Ways and Means Com'te on the protective tariff for agricultural commodities recently said:

The Southwest, representing the greatest agricultural and livestock producing territory of the country, is vitally concerned about the tariff in its relation to increased production of those farm products which have been supplied by foreign countries.

About one-half of the American total imports are agricultural products. If our tariff structure may be on a sufficiently high schedule to counterbalance the difference in cost of production here and abroad, a mutual shift in our agricultural production would likely follow. We would then be enabled to supply our home demand with materials that are now imported, as much of the land that now produces our major products could be diverted to the output of present imported commodities. Such a condition probably would serve also to alleviate one of the big problems on our farms today—that of overproduction.

Touching upon specific and outstanding instances, the following may be of interest:

Wheat—The increased production of wheat in other countries has been a factor in depressing the price level of bread grain in this country. Canada, with more than one-half billion bus. of wheat this season, has greatly reduced wheat exports from the United States thru under-selling.

It is generally considered that the present tariff of 42 cents a bu. on wheat is sufficiently high. However, in some years of shortage in this country, high protein wheat may come in from Canada in direct competition with American spring and winter wheat. An additional tax on high protein wheat would have a tendency to stimulate the price of hard winter and spring wheat of high protein content.

Corn—Argentina has become a mighty factor as a corn producing country, and production is being increased each year. That country is now in position to ship corn to the Atlantic and Pacific coasts as cheaply as it can be delivered at similar points from American producing sections. The protective duty should be so regulated that Argentine corn could not have the advantage over that produced in the United States.

Feedstuffs—A considerable amount of Canadian mill feeds and hay is constantly coming into this country in competition with American producers and manufacturers. This is possible thru lower cost of production in Canada and a comparatively low import duty. Mill feed imports from Canada has been an outstanding factor in influencing values in the United States. It is noticeably effective in its reaction on the outlet for by-products of American mills. The level of prices obtained for mill feeds and flour naturally is reflected in the price the American farmer receives for wheat, and the millers' ability to maintain greater values should not be handicapped by insufficient tariff schedules.

Representative Newton of Minnesota was among the advocates of increased tariff on flaxseed. He contended the present 40 cents bu. duty is inadequate to meet Argentine competition on the Atlantic Seaboard.

Prof. Alva H. Benton, economist of the North Dakota Agricultural College, in closing presentation of the case for the Northwest Agricultural Foundation urged increase in duty from the present level to 1½ cents a lb. He told the Com'te 97% of the domestic crop of flaxseed is grown in North Dakota, South Dakota and Minnesota, and the proposed duty fits well into what is regarded as a sound system of rotation of crops, saying:

Flax production with reasonable tariff protection can be increased 2,000,000 or 3,000,000 acres, which practically will supply our domestic needs and at the same time will reduce wheat acreage to nearly this extent and thereby aid in solving the wheat surplus problem.

## Legislation at Washington

H. R. 16031 and 14938 were favorably reported Jan. 29 by the House Com'te on Agriculture. The former prescribes the manner in which licenses shall be granted to operators of warehouses. The latter permits the use of net weights in cotton transactions.

A Federal Farm Loan Act amendment was advocated before the House Com'te on Banking and Currency, Feb. 1 by Gray Silver, lobbyist of the American Farm Bureau Federation, by enactment of the Bowman bill, H. R. 13173, providing that instead of furnishing the crops as security the contracts of pool members shall be accepted as security. A letter from Andrew W. Mellon was read, objecting to the grant of 20 years' time for the co-operative ass'n to repay the loans on the ground it was unlikely that farmers would execute 20-year contracts for the pooling of their crops.

H. R. 16720 was introduced Feb. 1 by Haugen of Iowa to amend the U. S. Warehouse Act.

S. 5632 was introduced by Walsh of Montana Feb. 1 to provide official protein tests of wheat. This bill was referred to the Com'te on Agriculture and Forestry.

H. R. 16481, introduced Feb. 4 by Garber of Oklahoma would decentralize the Interstate Commerce Commission by creating regional commissions.

S. J. Res. 182, appropriating \$6,000,000 for the relief of farmers in the flood stricken areas of the Southeastern States has been favorably reported by the House Com'te on Agriculture.

## Urging Tariff Increases on Grain.

The campaign promise of president-elect Hoover to aid agriculture thru the tariff has encouraged efforts on the part of farm groups to seek protection in so far as possible.

Sec'y Shorthill of the Nebraska Farmers Elevator Ass'n is urging increase of the present tariff of 15 cents a bu. on corn to 30 cents a bu. He says it costs United States farmers 34 cents to move their corn to competing territory where Argentine corn can be laid down for 15 cents, thus the differential is wiped out.

M. W. Thatcher, St. Paul, associated with the Northwest Agricultural Foundation, is urging maintenance of the present tariff of 42 cents a bu. on wheat, with an added 3 cents a bu. for each one-half per cent protein above the standard 11 per cent.

Argentina.—The request of the President of Argentina several weeks ago that exporters and grain dealers make some economic suggestion for the relief of agriculture, brought forth a proposition that exporters make financial advances to farmers at 5% interest for hold grain.

## Com'te on Future Trading.

Future trading on commodity exchanges, including grain, cotton and other articles of commerce will be brought under the scrutiny of a special com'te of the Chamber of Commerce of the United States, to determine the effect of future trading upon prices, apart from the normal influences of supply and demand, and to develop methods of regulation of marketing operations by the exchanges themselves.

The com'te is composed of Wm. F. Gehart, banker, of St. Louis, Mo., chairman; Sydney Anderson, pres. Millers National Federation, Washington, D. C.; Julius H. Barnes, grain exporter, New York; Charles deB. Claiborne, banker, New Orleans; E. W. Decker, banker, Minneapolis; Professor H. G. Filley, University of Nebraska, Lincoln; Bernard A. Eckhart, miller, Chicago; Samuel T. Hubbard, Jr., former president, Cotton Exchange, New York; W. B. MacColl, manufacturer, Pawtucket, R. I.; Lynn Stokes, president Texas Farm Bureau Cotton Ass'n, Dallas; Bernard J. Rothwell, miller, Boston; J. W. Shorthill, sec'y, Farmers National Grain Dealers Ass'n, Omaha; Edgar B. Stern, New Orleans; William Jerome Vereen, cotton manufacturer, Moultrie, Ga.; and F. B. Wells, vice pres., F. H. Peavey & Company, Minneapolis, Minn.

The com'te held its first meeting at the Union League Club, Chicago, Feb. 4, to outline the scope of its study.

## Caraway Bill Early on Docket.

The Caraway Bill (S.1093) is next in order on the docket of the Senate following disposition of the cruiser bill, according to announcement by Senator Sackett of Kentucky, chairman of the Com'te on Order of Business of the Republican Conference.

The Caraway Bill, discussed at various times in previous numbers of the Journal, seeks to eliminate speculation in grain and cotton by forbidding sales of these commodities in the futures markets. Grain dealers ass'ns, and the trade as a whole stand unalterably opposed to its passage.

## Death of Henry S. Guthrie.

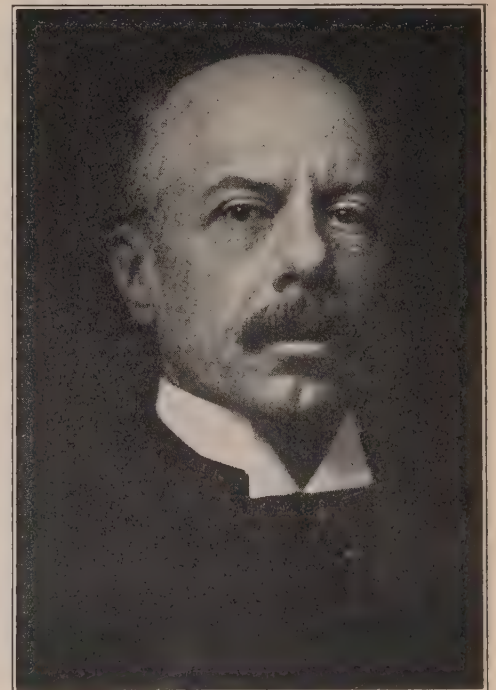
The death Jan. 27 of Henry S. Guthrie brings to a close the grain brokerage business established in 1851 by his father, Solomon Guthrie, at Buffalo, N. Y. When the elder Guthrie died in 1893 Henry carried on the business, with which he had been identified since 1887. For the past seven or eight years he had indifferent health, his death resulting from shock following an operation, at the age of 72 years.

His father was an alderman at Buffalo, a director of the Erie Railroad, at one time president of the old Board of Trade and prominent in the business and social life of the city. Henry S. Guthrie was educated at Buffalo Classical School and Sheffield Scientific School of Yale University. For two years he was in the coal business at Milwaukee.

Of a studious and retiring disposition, he never sought or accepted public office and rather withdrew from social contacts. He was one of the earliest members of the Saturn Club, member of Beta Chapter, Theta Zeta fraternity, Yale University; a life member of the Y. M. C. A.; a life member of the Buffalo Public Library, a member of the Buffalo Corn Exchange and a member of the Buffalo Board of Trade.

After simple funeral services such as he requested the remains were interred at Forest Lawn Cemetery.

He is survived by his wife, Frances Haberklack Guthrie, to whom he was married in 1905, and a brother, Edward B. Guthrie, former chief engineer of the Buffalo Grade Crossing Commission.



Henry S. Guthrie, Buffalo, N. Y., Deceased.



## Letters from the Trade

[The grain dealers' forum for the discussion of grain trade problems, practices and needed reforms. When you have anything to say of interest to members of the grain trade, send it to the Journal for publication.]

### All Grain with Odor Is Not Musty.

*Grain Dealers Journal:* After the meeting in Kansas City for the purpose of securing a fair and reasonable grade for our 1928 crop I have seen that the newspapers are very free with their information to the public that the price of our poor wheat had been raised 10 to 15 cents a bushel. As a matter of fact conditions are not better but much worse, and all that was accomplished by the "better standards meeting" as I see it has made it a darn sight harder to satisfy the grower, for he has just another reason to think he is being robbed, and that the dealer is profiting that much more.

Too bad we can not spare some of our 8th grade farmer boys for these inspection and federal appeal positions. Their olfactory organs would not be contaminated with the smell of "mash" to the extent that everything smells musty.

When I was notified that the buyer had taken a Chicago appeal I promptly called them, telling them to get a cancellation if the buyer was not willing to abide by the Kansas City inspection, but I was informed that the buyer had unloaded the grain. A fine system. Buy the grain and agree on a price, then unload it and refuse to pay the price or surrender the grain.—Lund Grain Co.

### Varieties of Soy Beans Best for Manufacturing.

*Grain Dealers Journal:* Because of the report of additional soybean mills being built in eastern Kansas, Illinois, Indiana, and northern Ohio, a number of grain dealers will be called upon to supply their farmer customers with soybean seed and also to handle the crop during the coming fall.

The yellow varieties of soybeans such as the Manchu, Mansoy, Dunfield, and Illini are most valuable for manufacturing purposes because of their high oil content and yield of meal of a light uniform color. The yellow varieties are also being used extensively in the Corn Belt for hay purposes, due to the fact that they mature earlier than the black and brown varieties. This enables farmers to cut and cure their soybean hay earlier in the season before our equinoctial rains, an important factor in obtaining high quality hay.

One cannot obtain the best results from growing soybean hay without inoculating the seed. Soybeans are not cross inoculated by bacteria from other legumes. There are a number of good commercial cultures available for inoculating soybean seed.

A number of agricultural experiment stations have prepared circulars concerning soybean culture. The agricultural extension departments of several large manufacturers of farm implements and railroad development agents have also prepared soybean circulars for free distribution. This information should be distributed to farmers in territory where they are growing their first crop of soybeans.

Grain dealers cannot afford to sell their farmer customers soybean seed and commercial cultures for inoculating the seed without supplying information concerning soybean growing.

There is a large potential market for soybean products. This has been demonstrated by the fact that the manufacturers of soybean products are prepared to contract for soybeans at a specified price before the crop is planted. According to reports, the contract feature may be used in Kansas, Illinois and Ohio during the coming season.—Frederick A. Wand, Decatur, Ill.

### Farmer Demanded Hush Money in Vain.

*Grain Dealers Journal:* Not long ago I was transferred from one station to another by the company I represent. At harvest time a farmer delivered a number of loads of wheat and came in a little later to get settlement for his wheat. His tickets were checked and found correct. He then asked, How much are you going to give me? I asked, What do you mean?

He replied, You have taken a bushel and a half off each load. If you will make this right I will keep still, otherwise I will tell it on you.

Being informed that our scales were inspected and that we were ready to correct any error, but that we were not giving anything away, he was willing to settle by our weights and went away smiling.

I learned later that he had pulled the same gag on the buyer who preceded me and got away with it.—Arthur Kinder, Cheney, Kans.

### A "Musty"? Wheat Experience.

*Grain Dealers Journal:* The trouble I had with U. P. car No. 137230 is an example of what we country shippers have to contend with.

This car arrived in Kansas City and was graded by the Kansas State Grain Inspection Department as No. 2 hard, which it was, undoubtedly. To prevent this car being sold and federal appeal being called by buyer at his elevator or mill in which circumstance my control of the car would be gone, I called Federal appeal before sale. The federal department of agriculture graded it No. 5 account musty odor. We ordered it to an elevator—had a direct transfer made into Rock Island car 42266—it was graded No. 2 hard and was sold to a mill where it made as good flour as any No. 2 hard wheat they had in the mill. Under the No. 5 hard musty odor grade of the federal department, we were offered a discount of 20c per bushel.—B. W. Norton.

### Can Success of Chain Stores Be Extended to Country Elevators.

*Grain Dealers Journal:* The chain store seems to be growing thruout the world with a rapidity that is amazing, yet no new company or firm has applied this principle to the operation of country grain elevators within recent years. True, we have in different parts of the country many very successful companies operating lines of country elevators, but no new companies have been organized for the operation of lines of elevators for many years. I am puzzled to know WHY.

Chain stores as a rule are devoted exclusively to the selling of some special line of merchandise at retail. The buying is all looked after by one central agency and the chain store principle seems to attain success thru the concentration of large buying power in one office. Many country elevator operators are merchandising some side lines, but as a rule they buy their supplies in carload lots, so get about as low price as would be obtainable by any buyer. However, the centralized buying of the elevators of a district or county might result in the elevators getting their merchandise at enough reduction to pay more than the expenses of a buying agent.

I think the matter is really worth the consideration of elevator operators generally. The prejudice against the line elevator is probably no more pronounced than what we find in many localities against the chain store. Attempted

legislation has never obtained the desired results, in fact seldom do we learn of economic problems being solved by legislation, principally because the economic laws are so much stronger than man-made laws. The more evidence I get proving the success of the chain store helps to intensify my curiosity to know why the chain plan of operation cannot be successfully applied to more grain elevators. WHY is it?—Orville J. Smith.

### Stopping at Ogden for Inspection.

The Ogden Grain Exchange has inaugurated a service at Ogden and Salt Lake City, Utah, available to shippers of grain who bill their cars "Stop at Ogden (or Salt Lake City) for inspection and forwarding."

For a fee of \$1.50 per car the Exchange will give an official inspection and car condition report, when advised by mail how shipment is to be handled, and given the car number.

When desired the grade given will be wired. A federal supervision office is located at Ogden and appeal certificates can be obtained.

L. C. Stone is chief inspector at Ogden with offices in the Exchange general offices, David Eccles Bldg.

### Farm Buro Satisfied with Present Duty on Wheat.

Chester H. Gray, Washington representative of the American Farm Buro Federation, in announcing a list of 150 classifications of farm products on which tariff protection will be sought in Schedule 7 of the House Ways and Means Com'te, said the present 42-cent tariff on wheat is as high as is justified, considering the cost of production abroad, and should be made a permanent rate in the proposed new schedules.

He is recommending increase of the tariff on corn from 15 cents a bushel to 30 cents a bushel and on live cattle from 1 cent a pound to 5 and 6 cents per pound.

### Omaha Celebrates 25th Anniversary.

On the evening of Feb. 1, members, employees and friends of the Omaha Grain Exchange numbering approximately 175 gathered in the Omaha Athletic Club for a banquet celebrating the Silver Anniversary of the organization. The Omaha Exchange first saw the light of day on Feb. 1, 1904.

After a delightful dinner E. W. Taylor, pres. of the body, made a brief address tracing the growth of the grain business in Omaha and predicting a glowing future, then introduced the toastmaster, J. A. Linderholm.

Frank C. Manchester, sec'y, said when the Exchange was first organized it had only 15 firms and 29 grain men. Today it has 43 firms and 187 grain men. The exchange itself employed 168 people at the peak of the 1928 season. In 1928 the exchange spent \$275,000. In 1904 the total expense was only \$9,000. In 1928 Omaha received 77,817,400 bus. of grain; in 1904 the receipts were 16,000,000.

Reminiscent addresses were made by 15 speakers, including four of the five remaining charter members, Nels Updike, J. W. Holmquist, E. C. Twamley and A. H. Bewsher. The fifth charter member, E. P. Peck, was unable to attend because of illness.

Mr. Bewsher brought down the longest and loudest applause when he mentioned John Anderson, "Old Faithful," who has been gate keeper on the trading floor ever since the Exchange began. John was among the guests.

Governor Weaver of Nebraska wired congratulations saying: I congratulate Omaha upon being not only one of the greatest livestock markets in the world, but also one of the greatest grain markets. Since all of us can vision the future greatness of Omaha we know that these primary markets will continue to be of ever increasing benefit to Nebraska and the middle west.



## The Survey of Grain Inspection.

The Chief Grain Inspector's National Ass'n at its annual meeting held in Boston, Mass., in September, adopted a resolution resulting in the appointment of a special com'te that will undertake a survey of grain inspection conditions over the country. The purpose of the com'te will be to obtain from the grain trade and its allied interests constructive suggestions for the improvement of grain inspection services throughout the nation.

The com'te, which is composed of Roy H. Monier, state warehouse commissioner, Kansas City, Mo., Harry R. Clark, chief grain inspector, Omaha, Neb., and John H. Frazier, chief grain inspector, Philadelphia, Pa., has found that whether or not there has been just cause for major complaints against the way in which the present federally supervised grain inspection system has functioned, the fact remains, considerable dissatisfaction with the present application of grain grades has been in evidence during the past several years. Most such cases have been local or sectional in their character and nothing constructive, insofar as the grain grading system as a whole is concerned, has resulted therefrom. If a better understanding and greater satisfaction with grain grades and inspection can be brought about, the Chief Grain Inspector's National Ass'n by the very nature of its organization should be in position to assist in the solution of existing difficulties.

It is believed that a national survey conducted along constructive lines with the view of obtaining the sentiment of individuals and organizations directly affected will result in a crystallization of the best thoughts on the problem and in turn plans may be formulated to improve grain inspection generally.

The com'te intends to keep the officials of Federal Grain Supervision fully informed with respect to the com'te's work in the hope that the Government authorities will co-operate in the undertaking so that the movement will be recognized as entirely constructive and not destructive in its aims.

As a means of obtaining concerted action, a questionnaire has been prepared which covers the subject in a very broad way. The com'te confidently believes that if the grain trade organizations and their allied interests will comprehensively consider and answer the questionnaire, the information so obtained should serve as a true indication to actual conditions and be the basis for improvement in some form or other which will be later decided.

The trade, therefore, is requested to mail replies to the com'te on the following:

### QUESTIONNAIRE

1. Is it your opinion that room for material improvement exists in the present federally supervised grain grading system that would result in benefits to producers, handlers, processors and consumers of grain?

2. If the answer is in the affirmative, then, without referring to individual cases of misgrades, variations in grades between markets or differences of opinion, state in detail what are believed to be the basic and fundamental weaknesses, if any, in the present grain inspection system.

3. State whether it is considered that improvement may be brought about in the administration of the present law—the United States Grain Standards Act—or whether such improvement must result from congressional amendment to the existing Act.

If amendment to the Grain Standards Act is suggested, state in detail what such amendments should be.

4. If the present law is considered adequate and satisfactory, state whether it is considered that the greatest improvement can be accomplished by modification of the present standards or in the application of them, or both.

5. Is it considered desirable, in the administration of the Grain Standards Act, that the Secretary of Agriculture create official boards or committees made up of representatives of the producers, the grain trade and the milling industry to act in advisory capacity in the—

1. Establishment of the federal standards?  
2. Interpretation of factors of grading?

3. Application of grades?

If affirmative answers are made to any of the above items, please suggest in detail how the plan may be carried out.

## Trade Commission Backing Down on Price Regulation.

The Federal Trade Commission announced Feb. 5 that it had reconsidered and rescinded its action of June 29, 1928, in receiving a rule of the trade practice conference of the millwork industry regarding "distribution of price lists." Following is the full statement by the Commission:

The Commission has directed that notice be sent to the industry advising that the rule has been rescinded, and that the Commission in the present state of the law cannot receive a resolution of the industry for the circulation of prices which is not confined to past transactions.

The rule in question is Rule 12 of Group II, of the millwork industry resolutions, and reads as follows:

"The industry hereby records its approval of the practice of distributing and circulating to the entire industry current price lists and all notices of advance or decline in prices made by any individual distributor or manufacturer, either by the individual distributor or manufacturer or by the association or group he may be identified with."

## Memphis Clearing Ass'n Growing.

Membership applications in the Clearing Ass'n have been presented each day and there are on file, subject to approval of the committee, several of the largest factors in the cotton seed and cotton seed meal industry.

These applications, if approved, will just about fill up the membership on the present limited number fixed by the stockholders at their last meeting.—Memphis Merchants Exchange.

## Coming Conventions.

Trade conventions are always worth while as they afford live, progressive grain dealers a chance to meet other fellows from the field of daily strife and to be convinced that the much maligned horns are truly mythical. You can not afford to pass up these opportunities.

Feb. 13-14. Indiana Farmers Grain Dealers Ass'n, Logansport, Ind.

Feb. 19-20. Eastern Federation of Feed Merchants semi-annual meeting, Binghamton, N. Y.

Feb. 19-21. Minnesota Farmers Elevator Ass'n at Minneapolis, Minn.

Feb. 21. Tri-State Country Grain Shippers Ass'n, New Nicollet Hotel, Minneapolis, Minn.

Feb. 21-22. Ohio Farmers Grain Dealers Ass'n, Toledo, O.

March 4-5. Oklahoma Farmers Grain Dealers Ass'n, Enid, Okla.

Apr. 3-5. Kansas Farmers Grain Dealers Ass'n, Hutchinson, Kan.

Apr. 17-18. Western Grain Dealers Ass'n at Cedar Rapids, Ia.

May—Illinois Grain Dealers Ass'n at Peoria, Ill.

May 6-10. American Ass'n of Cereal Chemists, Kansas City, Mo.

May 21-23. Pacific States Seedmen's Ass'n Fourth Annual Convention, Hotel Del Monte, Del Monte, Calif.

June 6-8. American Feed Manufacturers Ass'n Annual Convention, French Lick Springs Hotel, French Lick, Ind.

June 9. Nebraska Farmers Elevators Managers Ass'n mid-year meeting, Horky's Park, Crete, Neb.

June 17-19. Montana Farmers Grain Dealers Ass'n Third Annual Convention, Havre, Mont.

June 26-28. American Seed Trade Ass'n at Chicago, Ill.

July 8-9. National Hay Ass'n, Toledo, O.

Oct. 14-16.—Grain Dealers National Ass'n, Hotel Pere Marquette, Peoria, Ill.

Oct. —. Nebraska Farmers Elevator Ass'n, Lincoln, Neb.

## Cars Leaking Grain at Chicago.

J. A. Schmitz, Board of Trade Weighmaster at Chicago, reports that during 1928 the cars leaking grain upon arrival numbered 4004, or 3.73% of the total number of grain laden cars received during the year. The figures for the year include only cars containing grain from points outside the Chicago district. No cross town cars are included. As usual the grain door and the side of car were the greatest offenders. The leaks reported being charged up against the different parts of the car as follows:

Grain door .....	1,115 cars or 1.04%
Over grain door.....	694 cars or .65%
Side of car.....	1,146 cars or 1.07%
End of car.....	195 cars or .18%
Draw bar .....	63 cars or .06%
Car box .....	701 cars or .73%

TOTAL ..... 4,004 cars or 3.75%

## L. S. Churchill Passes.

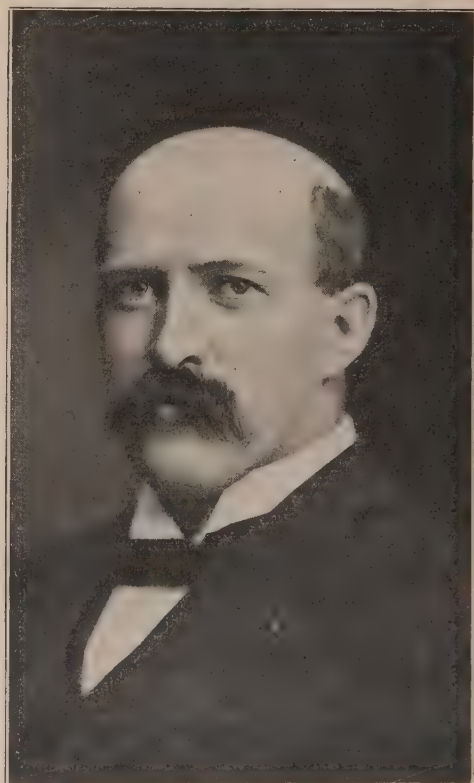
Leroy S. Churchill, who was for a generation one of the best known grain men of Ohio and Indiana, died Jan. 22 at Buffalo, N. Y., aged 72 years.

Mr. Churchill was born at Rushville, Ind.

As the junior partner in the one-time firm of Churchill & Co., with headquarters at Toledo, where he resided for about 20 years, operating twenty country elevators in Ohio, Mr. Churchill was very much interested in promoting the interests of interior dealers. When the Northwestern Ohio Grain Dealers Ass'n was organized in 1901 he was chosen its first president, and did effective work in putting a stop to the loaning of bags and the activities of scoop-shovelers.

He was at one time interested in the operation of terminal houses at Chicago, Toledo and Buffalo. Twenty-three years ago he moved to Buffalo, being interested in the then Iron Elevator & Transfer Co. There he founded Churchill Grain & Seed Co., of which he was pres. He was also interested in the Syracuse Milling Co., Syracuse, N. Y., of which he was vice-pres. until he retired 5 years ago.

He was a leading member of the Asbury-Delaware Methodist Church and had long taught its men's bible class.



Leroy S. Churchill, Buffalo, N. Y., Deceased.



Reports on the acreage, condition and yield of grain and field seeds, as well as on the movement to country markets, are always welcome.

Washington, D. C., Jan. 25.—Decreased numbers of hogs, horses and mules, increased numbers of sheep and about the same number of cattle on Jan. 1, 1929, compared to a year ago, are shown by the annual estimate of livestock numbers on farms issued by the Department of Agriculture. Numbers of milk cows on Jan. 1, 1929 were the same as a year earlier, but an increase is shown in the numbers of heifers being kept for milk cows and heifer calves being raised for the milking herd. Horses continued to decrease in number and are at the lowest point in over forty years. The number on Jan. 1, 1928 was 14,029,000 head compared to 14,540,000 head a year earlier. Reports on colts born during 1928 indicate that the number of horses will continue to decline. Hogs decreased materially in numbers during 1928. The numbers on farms Jan. 1, 1929 was estimated at 54,956,000 head, compared to the revised estimates of 60,420,000 head Jan. 1, 1928, a decrease of 9%. All sections of the country showed decided decreases except the far west where there was little change.

The problem of forecasting wheat yields from weather conditions is the subject of a study just issued by the Food Research Institute of Leland Stanford University. The very interesting conclusion is reached that it is possible to use the weather to a greater extent than has been done in the past as a basis for forecasting the wheat crop. It is pointed out that improvements in methods and in the collection of data will be necessary to make the new system reliable, but even at the present time calculations based on weather factors might be used to check conclusions formed on other grounds. Chiefly because of fluctuations in the weather, agricultural production remains extremely variable and hazardous, and the weather is beyond the control of man. If it is possible to foresee a crop failure or a short crop, steps can be taken to minimize the evil effects on communities as a whole, even if not on individual producers. All elements in a country are directly affected by the size of the crop, and even the nation itself must face changes in revenue and in the balance of trade according to whether agricultural production is bountiful or deficient.—*Grain Trade News.*

Things are changing in the grain trade. No longer are train loads of oats and hay shipped to eastern and New England states. Instead this business has been transplanted by train loads of tank cars containing oil and gasoline.

Hundreds, yes thousands, of smaller mills have been abandoned. Country elevators long ago took up side lines, which have been their salvation. Grain exchanges have finally come to that, New York, Chicago and Minneapolis all having established security markets or having them in preparation.

The past year with few exceptions has been a slim year in the grain trade generally. The immediate outlook is none too rosy, but we never knew of any set of men to get down in

the dump quicker than the grain men and likewise step out of them more rapidly.

Billions of bushels of grain are raised every year, and necessarily will be, to feed our rapidly growing population. To the man in the trade who is alert, we believe there will be opportunities during the coming year as there always have been.—Kenton D. Keilholtz of Southworth & Co., Toledo, O.

Farm buros, which in most states are identified with the state agricultural colleges, are constantly impairing the sovereignty of grain dealers in the merchandising of sidelines field. And the farmers pay dues or taxes to support the farm buro, the county agent, and the rest of the list.

The daily closing prices for wheat, corn, oats, rye and barley for May delivery at the following markets for the past two weeks have been as follows:

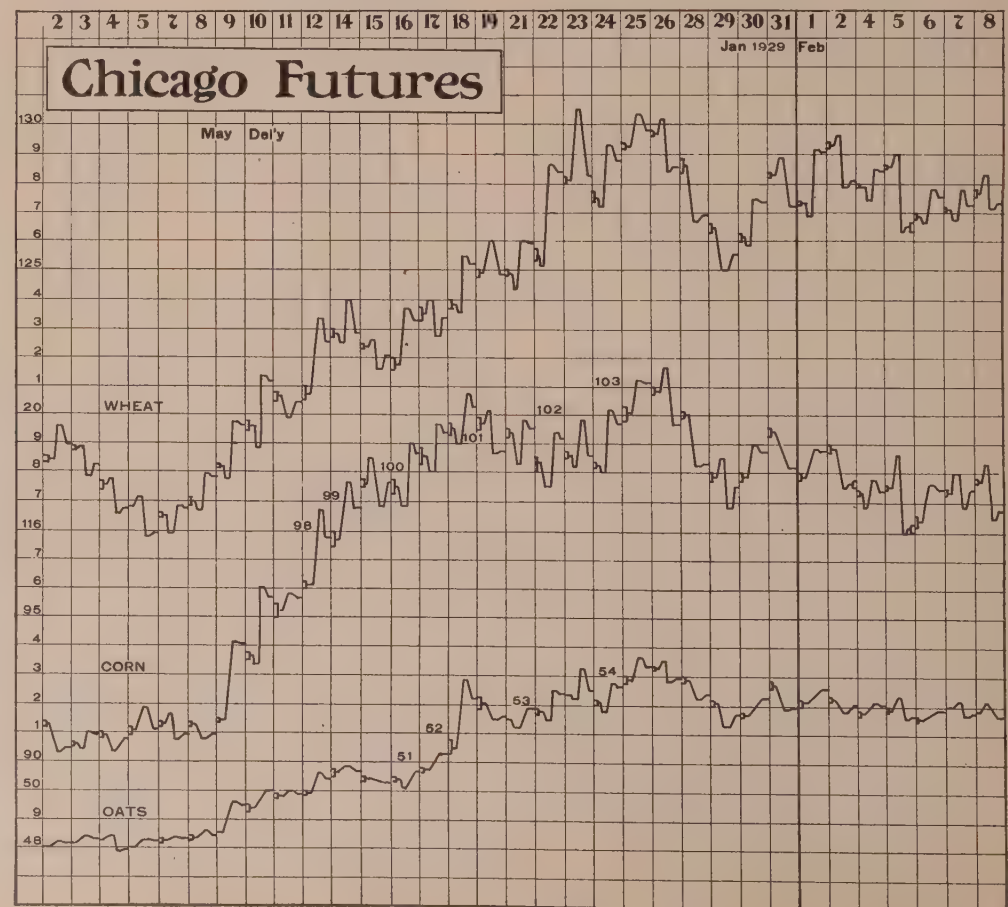
	Jan. 25.	Jan. 26.	Jan. 28.	Jan. 29.	Jan. 30.	Jan. 31.	Feb. 1.	Feb. 2.	Feb. 4.	Feb. 5.	Feb. 6.	Feb. 7.	Feb. 8.	Feb. 9.
Chicago .....	129 $\frac{1}{2}$	128 $\frac{1}{2}$	126 $\frac{1}{2}$	125 $\frac{1}{2}$	127 $\frac{1}{2}$	127 $\frac{1}{2}$	129	128	127 $\frac{1}{2}$	126 $\frac{1}{2}$	127 $\frac{1}{2}$	127 $\frac{1}{2}$	127 $\frac{1}{2}$	127 $\frac{1}{2}$
Kansas City .....	122 $\frac{1}{2}$	120 $\frac{1}{2}$	119 $\frac{1}{2}$	119 $\frac{1}{2}$	120	120	121 $\frac{1}{2}$	120	119 $\frac{1}{2}$	118 $\frac{1}{2}$	119 $\frac{1}{2}$	119 $\frac{1}{2}$	119 $\frac{1}{2}$	119 $\frac{1}{2}$
St. Louis .....	129 $\frac{1}{2}$	128 $\frac{1}{2}$	127	125 $\frac{1}{2}$	127	127 $\frac{1}{2}$	128 $\frac{1}{2}$	127 $\frac{1}{2}$	128 $\frac{1}{2}$	126 $\frac{1}{2}$	127	126 $\frac{1}{2}$	126 $\frac{1}{2}$	126 $\frac{1}{2}$
Minneapolis .....	123 $\frac{1}{2}$	122	120 $\frac{1}{2}$	119	120 $\frac{1}{2}$	121 $\frac{1}{2}$	122 $\frac{1}{2}$	121 $\frac{1}{2}$	121 $\frac{1}{2}$	120 $\frac{1}{2}$	121	120 $\frac{1}{2}$	121	121 $\frac{1}{2}$
Duluth (durum) .....	111	109 $\frac{1}{2}$	108	106 $\frac{1}{2}$	108 $\frac{1}{2}$	108 $\frac{1}{2}$	109 $\frac{1}{2}$	109	109 $\frac{1}{2}$	108 $\frac{1}{2}$	108 $\frac{1}{2}$	108 $\frac{1}{2}$	108 $\frac{1}{2}$	108 $\frac{1}{2}$
Winnipeg .....	130	129 $\frac{1}{2}$	127 $\frac{1}{2}$	127 $\frac{1}{2}$	128 $\frac{1}{2}$	128 $\frac{1}{2}$	129 $\frac{1}{2}$	129 $\frac{1}{2}$	129 $\frac{1}{2}$	128 $\frac{1}{2}$	128 $\frac{1}{2}$	128 $\frac{1}{2}$	128 $\frac{1}{2}$	129
Millwaukee .....	129 $\frac{1}{2}$	128 $\frac{1}{2}$	127	125 $\frac{1}{2}$	127 $\frac{1}{2}$	127 $\frac{1}{2}$	129	128 $\frac{1}{2}$	128 $\frac{1}{2}$	126 $\frac{1}{2}$	127 $\frac{1}{2}$	127 $\frac{1}{2}$	127 $\frac{1}{2}$	127 $\frac{1}{2}$

Chicago .....	103	101½	100¼	99½	100¾	100½	100¾	99½	98¾	98	99¾	99½	98½	98½
Kansas City.....	99¾	96¼	95½	96¾	95¾	95	95½	94½	93¾	93¾	94½	94¼	93½	93½
St. Louis.....	105¼	104½	102½	101½	103	102¼	102½	101¾	101½	100¾	101¾	101¼	100½	100¾
Milwaukee .....	103	101½	100½	99½	100¾	100¼	100½	99¾	99¾	98¼	99¾	99½	98½	98½

Chicago	54%	53 $\frac{7}{8}$ %	53%	52 $\frac{5}{8}$ %	53 $\frac{3}{8}$ %	53	53 $\frac{1}{2}$ %	53 $\frac{1}{8}$ %	53 $\frac{3}{4}$ %	52 $\frac{5}{8}$ %	52 $\frac{7}{8}$ %	52 $\frac{3}{4}$ %	52%	52 $\frac{1}{2}$ %
Minneapolis	51	50 $\frac{5}{8}$ %	50	49 $\frac{3}{8}$ %	50	50	50 $\frac{1}{8}$ %	49 $\frac{3}{4}$ %	49 $\frac{7}{8}$ %	49 $\frac{5}{8}$ %	49 $\frac{5}{8}$ %	49 $\frac{5}{8}$ %	49 $\frac{5}{8}$ %	49 $\frac{1}{2}$ %
Winnipeg	62 $\frac{3}{8}$ %	62 $\frac{1}{4}$ %	61 $\frac{5}{8}$ %	61 $\frac{1}{4}$ %	62	61 $\frac{3}{4}$ %	62 $\frac{1}{4}$ %	62	61 $\frac{7}{8}$ %	61 $\frac{5}{8}$ %	61 $\frac{1}{2}$ %	61	61 $\frac{1}{8}$ %	61 $\frac{1}{4}$ %
Milwaukee	54%	54	53 $\frac{5}{8}$ %	52 $\frac{3}{4}$ %	53 $\frac{1}{4}$ %	53 $\frac{1}{2}$ %	53 $\frac{3}{8}$ %	53 $\frac{1}{8}$ %	53	52 $\frac{3}{4}$ %	53	52 $\frac{1}{2}$ %	52 $\frac{3}{4}$ %	52 $\frac{3}{4}$ %

Chicago	111½	110¾	109⅞	108	109⅝	109	110⅝	110	109⅞	109	109¾	110	109½	110⅝
Minneapolis	107⅝	106½	105½	104⅝	105¾	105¼	106½	106	106½	105½	105⅝	105¾	105⅝	106¾
Duluth	108¾	107⅞	106⅝	105¾	106⅝	106⅝	107½	107	107	106	106¾	106⅝	106⅝	107
Winnipeg	112⅞	112½	111¾	111	112½	112¼	113⅝	113¼	113	112½	112⅝	112¾	112¾	113⅝

Minneapolis . . . . .	71¼	70⅞	69¼	69⅞	70	69½	70	69⅞	69½	69½	69¾	70	70⅞
Winnipeg . . . . .	81⅞	81⅞	80⅞	80⅞	80⅞	79¾	80¾	80¼	80	79¾	79	78⅞	80¾





## Grain Movement

Reports on the movement of grain from farm to country elevator and movement from interior points are always welcome.

Benedict, N. D., Feb. 4.—About 80% of the 1928 crop has been marketed.—E. C. Bohrer.

Hammond, Ill., Feb. 6.—About 60 per cent of our corn has been shipped and it has all been of fine quality.—Frank J. Holub, mgr., Hammond Co-operative Grain Co.

St. John, N. B., Feb. 3.—Shipments of grain from the west to St. John terminals have broken all records for the period covering opening of the season to the end of January. Deliveries of the Canadian Pacific R. R. to vessels totaled 14,617,960 bus., compared to 7,713,472 bus. for the corresponding period a year ago.

Middle Point, O., Feb. 5.—Receipts are very light on account of the icy condition of the roads, which practically stopped everything, but glad to say they are cleaning up slowly now and receipts are increasing a little. Farmers refuse to go out on the roads with horses, and deliveries are being made to most elevators in motor trucks and trailers. We are loading a few cars of ear corn now.—H. G. Pollock Grain Co.

St. Joseph, Mo.—Flour and feed mills report that 13,028,314 bus. of grain were received by them during 1928, and 12,040,120 bus. ground. A total of 2,115,277 bus. of flour were manufactured, including corn, and 2,156,216 barrels shipped. Feed and flour mills turned out 223,204 tons of feed and shipped 243,866 tons, including mixtures. Flour production figures are slightly less than in 1927, while the feed output shows about 8% increase.—N. K. T.

### Movements of Iowa Corn and Oats.

Production and movement of corn and oats from Iowa during the crop years 1923-24 to 1926-27, inclusive, by counties is shown in tables and charts compiled by R. C. Bentley and published in Iowa State Bulletin 252 (1928). The information includes the total Iowa crop and the amount of shipments by rail from the counties where it is grown. Net shipments and receipts by counties by years is given, also shipments to manufacturing plants in Iowa, to Chicago and other market points.

The shipments by rail from counties where grown varied from 13.2 to 18.8% of the total crop for corn, and from 27 to 31% for oats. In 1924-25 and 1925-26, 32 and 22%, respectively, of the shipments of corn went to Iowa industrial plants, 36 and 28% to Chicago, and 32 and 50% to other points. The shipments received at local Iowa points for feeding were 23 and 3%, respectively, of the total shipments. For the same period 20 and 27%, respectively, of the total shipments of oats went to Iowa industrial plants, 27 and 18% to Chicago, and 53 and 55% to other points.

Of the corn shipped out of the counties where grown, 85% was produced in one-third of the counties, chiefly in the central and northwestern part of the state. The largest surplus oat area was found to center in the same counties covered by the surplus corn area, oats being primarily a cash crop in the north-central part of the state.

### Corn Movement in January.

Receipts and shipments of corn at the various markets during January, as compared with January, 1928, in bus., were as follows:

	Receipts		Shipments	
	1929	1928	1929	1928
Baltimore	1,208,431	131,565	1,364,520	33,647
Chicago	12,542,000	9,725,000	4,736,000	3,251,000
Cincinnati	635,800	383,200	495,600	317,800
Duluth	491,604	8,689	2,633	1,204
Ft. William				
Port Arthur	6,127		9,410	11,329
Port Worth	497	428	101	77
Houston			145,714	150,597
Hutchinson	2,661,000	1,870,000	2,050,500	1,216,000
Kansas City	5,698,500	7,560,000	2,751,000	4,471,500
Milwaukee	1,820,400	1,764,160	1,532,255	486,750
Minneapolis	1,805,660	1,173,380	889,510	631,550
New Orleans	*1,368	*202	3,907,141	186,046
New York	501,000		496,000	
Omaha	2,413,600	4,366,600	1,457,400	4,113,200
Peoria	2,453,250	2,672,450	1,447,550	965,300
Philadelphia	835,168	184,178	832,795	42,857
Portland	236,500	162,000	607	197
St. Louis	4,977,000	4,246,200	2,820,800	2,132,400
Seattle	120			
Sioux City	1,360,000	1,979,000	1,287,000	1,432,000
Superior	4,557	9,070		
Toledo	197,500	150,000	43,675	79,760
Wichita	672,100	388,800	583,700	162,000

\*Carloads.

### Rye Movement in January.

Receipts and shipments of rye at the various markets during January, as compared with January, 1928, in bus., were as follows:

	Receipts		Shipments	
	1929	1928	1929	1928
Baltimore	4,213	155,901		77,290
Chicago	235,000	149,000	36,000	179,000
Cincinnati		1,400		
Duluth	219,236	718,466	16,501	27,613
Ft. William				
Port Arthur	251,738	712,926	2,400	13,685
Port Worth		8		
Kansas City	7,500	28,500	9,000	49,500
Milwaukee	25,650	64,800	65,700	47,220
Minneapolis	421,990	343,730	245,510	65,340
New Orleans	*1	*9		135,857
New York	3,000		48,000	
Omaha	78,400	89,600	61,000	98,000
Peoria	1,200	2,400	2,400	8,400
Philadelphia	1,097	119,302		25,730
Portland	4,350	7,500		
St. Louis	6,500	20,800	1,300	9,100
Seattle	6			
Sioux City	1,500			3,000
Superior	70,436	386,207	16,000	7,964
Toledo	14,400	3,600	2,680	3,685
Wichita				1,200

\*Carloads.

### Barley Movement in January.

Receipts and shipments of barley at the various markets during January, as compared with January, 1928, in bus., were as follows:

	Receipts		Shipments	
	1929	1928	1929	1928
Baltimore	696,400	1,233,078	654,004	1,066,000
Chicago	653,000	768,000	360,000	164,000
Cincinnati	25,600	1,400	3,200	
Duluth	109,359	146,350	42,477	140,001
Ft. William				
Port Arthur	590,778	1,740,446	508,615	1,563,014
Port Worth	25	21	41	8
Houston			70,000	
Kansas City	123,200	76,800	219,200	147,600
Milwaukee	601,400	1,102,640	371,280	193,680
Minneapolis	185,280	2,143,830	1,190,050	1,771,150
New Orleans	*75		120,252	
New York	1,244,400		1,714,000	
Omaha	48,000	110,400	36,800	176,000
Peoria	311,400	412,000	65,800	319,200
Philadelphia	310,796		164,155	2,802
Portland	28,800	20,800	3,245	130
St. Louis	126,400	185,600	92,000	35,200
Seattle	28			
Superior	56,963	143,396	25,000	157,525
Toledo	19,200	9,600	6,545	
Wichita	23,400	2,400	22,100	2,400

\*Carloads.

### Wheat Movement in January.

Receipts and shipments of wheat at the various markets during January, as compared with January, 1928, in bus., were as follows:

	Receipts		Shipments	
	1929	1928	1929	1928
Baltimore	1,823,349	1,370,931	1,277,705	1,382,225
Chicago	934,000	814,000	1,120,000	1,870,000
Cincinnati	141,400	238,000	208,600	257,000
Duluth	1,908,812	3,231,013	813,059	576,790
Ft. William				
Port Arthur	10,970,743	21,094,926	1,128,110	2,007,787
Port Worth	478	428	390	420
Hutchinson	132,000	300,000	228,000	136,500
Kansas City	4,637,490	3,849,560	4,218,500	3,567,850
Milwaukee	50,400	113,760	80,879	43,750
Minneapolis	6,616,360	9,104,410	3,599,340	3,585,550
New Orleans	*52	*208	160,920	596,216
New York	3,238,000		6,104,000	
Omaha	2,185,600	1,350,400	2,549,400	1,082,200
Peoria	94,800	79,800	17,800	70,800
Philadelphia	2,623,940	502,406	2,403,398	830,722
Portland	2,092,350	3,063,850	551,599	2,474,179
St. Louis	3,304,000	2,196,600	2,392,600	1,598,800
Seattle	426			
Sioux City	159,000	158,000	20,000	
Superior	980,392	1,938,921	490,085	704,959
Wichita	1,150,800	1,429,650	1,062,600	1,198,800
Toledo	606,200	493,145	148,780	379,870

\*Carloads.

### Oats Movement in January.

Receipts and shipments of oats at the various markets during January, as compared with January, 1928, in bus., were as follows:

	Receipts		Shipments	
	1929	1928	1929	1928
Baltimore	99,241	137,550	23,809	
Chicago	2,701,000	3,292,000	2,040,000	2,375,000
Cincinnati	156,000	262,000	210,000	234,000
Duluth	121,273	40,389		26,000
Ft. William				
Port Arthur	878,923	1,226,133	725,163	1,270,241
Port Worth	63	96	20	37
Hutchinson	684,000	570,000	504,000	558,000
Kansas City	420,000	274,000	198,000	308,000
Milwaukee	348,600	458,400	543,900	402,100
Minneapolis	1,257,840	1,854,300	1,477,440	1,498,590
New Orleans	*36	*60	44,605	53,060
New York	742,000		226,000	
Omaha	556,000	670,000	600,000	728,000
Peoria	576,000	1,103,800	482,400	610,200
Philadelphia	111,137	16,413	3,000	
Portland	72,200	95,500	17,234	9,270
St. Louis	2,292,000	1,856,000	1,786,000	1,502,000
Seattle	25			
Sioux City	435,000	398,000	368,000	418,000
Superior	20,950	39,241	86,806	72,456
Toledo	416,150	282,900	119,005	89,410
Wichita	30,000	67,500	15,000	28,500

\*Carloads.

### Carbon Dioxide Formation Eventually Kills "Sick" Wheat

According to evidence introduced at a recent "Crop Improvement" program of the Southern Illinois Millers Ass'n, "sick" wheat is caused by a carbon dioxide formation which will eventually kill the wheat.

A remedy is to turn the wheat every week for an extended period after harvest, and later every month to aerate the bins. This is the only certain preventative, according to C. A. Morton of St. Louis. And if this is not done the wheat becomes dead.

Mr. Morton also said that "sick" wheat is receiving more attention than ever before, and is present over a wider area this season than heretofore in the history of the grain business. The cause seems still a mystery.

### Sperry Flour Mills Sold to General Mills.

"The acquisition of the Sperry facilities with properties in California, Washington, Oregon, Idaho and Utah brings to General Mills, Inc., an additional daily capacity of 13,500 bbls., 3,925,000 bus. terminal grain storage capacity and 75 country grain warehouses with a grain storage capacity of 8,310,000 bus.," reads an announcement by James F. Bell, pres. of General Mills, Inc., upon completion of the negotiations for purchase of the Sperry Flour Co. of San Francisco.

"Upon the transfer of the properties of the Sperry Flour Co., the total flour milling capacity of General Mills, Inc., will be 87,700 bbls. per day, comprising 21 mills, 30,463,000 bus. of terminal grain storage capacity, 219 country elevators and grain warehouses, with a grain storage capacity of 10,524,000 bus., seven proprietary feed mills, three cereal food products mills and 74 branch offices and warehouses throughout the United States."

Four Sperry plants were acquired. These are located at Spokane and Tacoma, Wash., Vallejo, Cal., and Ogden, Utah. An additional 1,500 bbl. unit is being built on the Ogden mill.

### Storage on Farms.

H. M. Bainer, director of the Southwestern Wheat Improvement Ass'n, contends more storage is needed on the farms to prevent glutting the elevators and the market at time of delivery. He advances 10 reasons for building more farm storage. It will:

Help stabilize the wheat-growing industry. Assist in establishing a system of more orderly marketing.

Enable the elevators to handle the wheat satisfactorily.

Help solve the car shortage problem. Make it unnecessary to dump wheat on the ground.

Prevent congestion of the July and August market, thus helping to equalize prices.

Spread the farmer's labor and income over a longer period.

Assist in getting the grain away from the combine or thresher more quickly and efficiently and will cut down on the farmer's expenses.

Make the farmer more independent and will enable him to use his own judgment in selling. Make it possible to sell on basis of quality.

The two wet seasons just finished leads Mr. Bainer to believe that such farm storage as may be installed should be of a type that will condition the grain. An aerating and ventilating system that will dry the grain to low moisture content is necessary if the farmer is to get the best possible prices for his grain.

The combine now in wide use thru the Southwestern wheat sections adds to the problem and makes aeration and drying important from this standpoint.

Nashua, Ia.—Half-century old pop corn bristled and popped in the corn popper of Mrs. Griff Biggar a few days ago. Mrs. Biggar inherited a can of pop corn 50 years ago, and decided to try popping it after the intervening years of preservation. It popped as well as tho it were raised in 1928. Next spring she plans to plant some of it.



## Recent Developments in Grain Grading

BY FRED G. SMITH, FEDERAL GRAIN SUPERVISOR,  
BEFORE FARMERS GRAIN DEALERS  
ASS'N OF ILLINOIS.

Several recent developments in grain inspection are of interest to all grain dealers. About four years ago the University of Illinois gave a short course in Grain Elevator Management which included instruction in grain grading. This work has been followed up by the federal grain supervisors who have attended local meetings of grain dealers in Illinois and Iowa and given grain grading instructions.

During the last year this activity has been organized on a country-wide basis and many grain dealers and producers' meetings have been attended by federal supervisors. This work has met with a fine reception and reports from these meetings indicate that much has been accomplished in bringing about a better understanding of the federal grain grades and, consequently, better handling of grain and better grades.

EVEN LOADING OF CARS has been given special attention. There is a slight tendency for some grain to separate when loaded into car. The heavier grain carries farther and lighter material falls nearer the door. Therefore, it is to the interest of the shipper to trim cars so that the samplers will get a representative portion from the ends. Remember that the Interstate Commerce Commission rulings provide for a space of twenty-four inches from the leveled grain to the roof at the side of the car. A special effort has been made to bring about heavier loading of freight cars, tho our records do not indicate any appreciable increase in grain receipts too heavily loaded for proper sampling, over previous years, for the country as a whole. To get accuracy, grain must be properly loaded. It is greatly to the advantage of the shipper to load grain evenly and to trim the cars to permit proper sampling.

MANY APPEALS are being advantageously called by country shippers. To save time and expense, know what your grain should grade and instruct your agent to call appeals if it is not graded what you believe it should grade. Receivers are giving fine

service, but this will help them protect your interests.

Progress has been made in bringing about uniformity in inspections between markets. As high as 98% inspection uniformity is occasionally reached for large intersectional movements. This enables shippers to market their grain to best advantage in the best market. For instance, southwestern No. 2 Hard Winter wheat may be best marketed to the hard wheat milling markets if it is of high protein content, or thru export channels if it is of average quality, or even to the southeastern mills if it is of low protein content to meet the shortage of Soft Red Winter wheat. High protein brings a premium, and at times low protein wheat, brings a premium over the ordinary wheat.

It is the purpose of the grain standards Act to bring about a uniform application of a single system of grades. Our principal efforts have been made at inspection markets. It is our purpose to carry the benefits of the single yard stick of quality, the grade, to the dealer in the country so that he can handle his grain to obtain the best grades and place it in the best market for his particular kind of grain. It has been our experience that this can best be done thru small sectional meetings.

The federal grain supervisors are ready to assist you in obtaining a better understanding of the grades and show you how to grade your grain.

**Chile.**—Wheat, oats, alfalfa, barley and beans are important crops of Chile, finding a market in the mining regions in the northern part of the country and in the export trade. About 10,000,000 bus. of wheat are produced annually.

**Canadian** farmers have complained to the Saskatchewan Grain Commission that United States farmers receive more for their wheat. A group of farmers from Carnduff, Sask., last fall took samples of wheat to Sherwood, N. D., and found that Canadian No. 3 was graded No. 1 in Dakota and given within 1 cent of the best price, altho the freight rate from Sherwood to Duluth is 23 cents, against 18 cents from Carnduff to Ft. William.

## Grain Futures of 1928 Charted

The wheat, corn and oats futures for the active months of 1928 and January, 1929, on the Chicago Board of Trade are given by weeks on the chart herewith. The chart begins with the May delivery of three grains, as the following months become active shifting to July delivery in April, September delivery in June, December delivery in August and May delivery in November. The diagram begins Jan. 3, 1928 and ends Saturday, Feb. 2, 1929, each date given being that of a Saturday ending the week.

The outstanding event of the entire crop year was the extraordinary rise in the price of wheat of 40 cents per bushel in the months of March and April in response to the comparative failure of the soft winter wheat crop in Indiana, Ohio and Illinois.

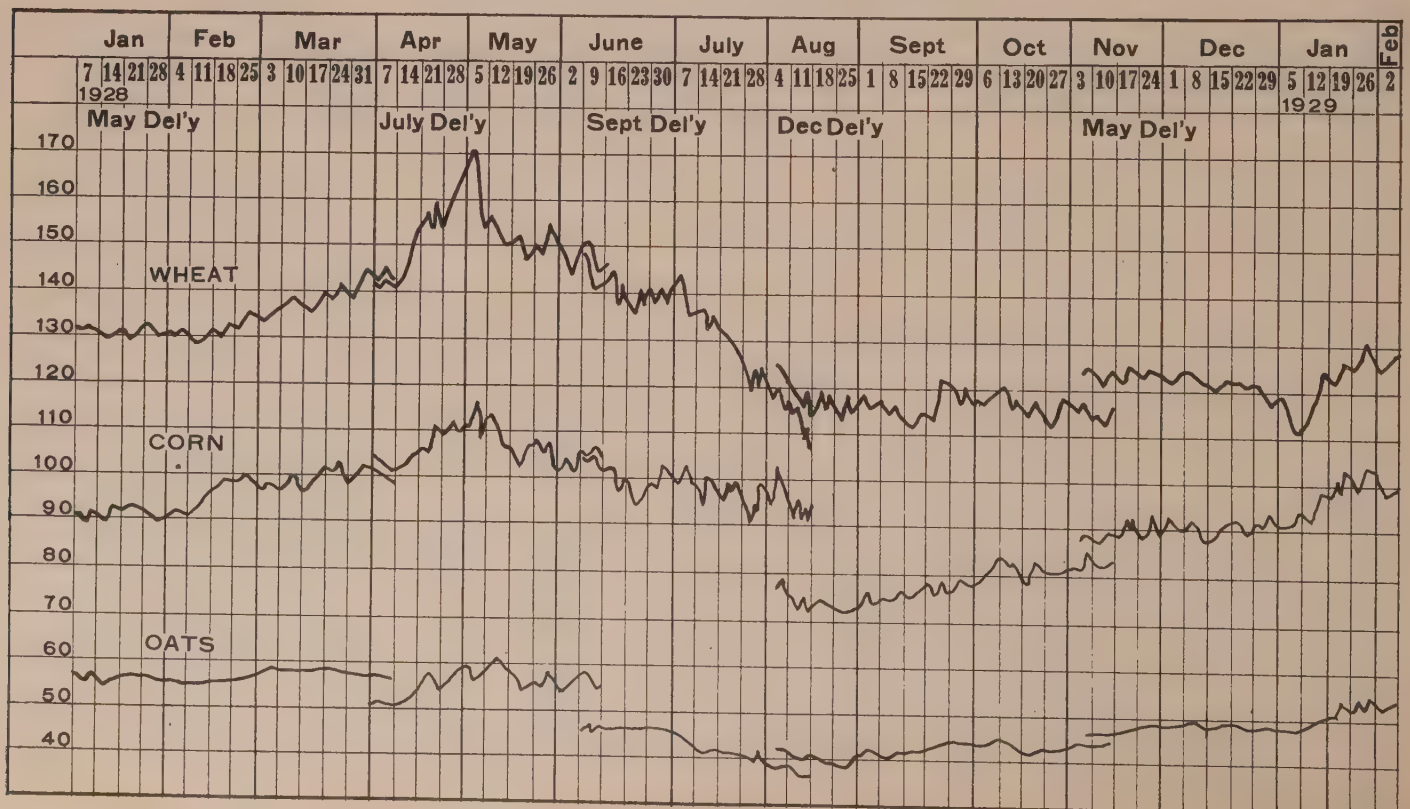
When returns came in later from the hard winter wheat territory of Kansas and the spring wheat country fears of a shortage were allayed and with ample supplies assured the price sagged to a point even lower than that from which it started.

Corn, on account of the short crop, remained at a high level for all the old crop futures, the chart showing how in August old corn was at the remarkable premium of 20 cents per bushel over the December future. This level set by speculation seems to have been too low, the futures having advanced 25 cents per bushel during the autumn in the face of the crop movement, selling now around \$1, against 90 cents a year ago, for the May future.

After the spring rise, wheat had no important recovery until January, 1929, the cause of which appears to be political, as stated in the analysis of the present bull movement published on page 87 of Jan. 25 number.

**Ames, Ia.**—As a consequence of experiments conducted on a 160 acre experiment farm of the Iowa State College Prof. E. M. Mervine expresses the opinion that the efficient use of modern machinery will enable the farmer to raise corn with a minimum of four hours of labor per acre. In the experiments at the farm tractors were used in every operation.

Chicago Grain Futures of 1928 by Weeks.





## Illinois Farmers Grain Dealers Ass'n at Joliet

A large attendance favored the 26th annual convention of the Farmers Grain Dealers Ass'n of Illinois, held at Joliet on Feb. 5, 6 and 7. The weather was pleasant and delegates poured in all the first day.

Business sessions were conducted in the meeting hall of the Elks Club. This made the sessions easily attended, since the Elks Club is just around the corner from the Hotel Louis Joliet, the convention headquarters.

The morning of the first day was given over to registration and visiting in the lobby of the hotel. Many managers got together and discussed their problems with mutual benefit.

### Tuesday Afternoon Session

The first business session opened at 2 o'clock Tuesday afternoon with Pres. D. H. Allen of Delavan in the chair.

Invocation was pronounced by the Rev. P. J. Hennessey.

HON. GEO. F. SEHRING, Mayor of Joliet, welcomed the delegates to the city, announcing that Joliet glories in conventions and is rapidly coming to be considered a convention city. He told about the public spirit of the city and its 42,000 corporate population, of its industries, of the waterway project now in progress, of its schools and churches, of its new state penal institution, and ended with a hearty welcome and a promise of immunity from the city parking laws during the course of the convention.

T. R. CAIN, Jacksonville, responded, saying: The forefathers of the farmers elevator movement met 26 years ago for the first time and organized the Farmers Grain Dealers Ass'n of Illinois. Now there are such organizations in most grain surplus states and a national ass'n that works in the interests of all.

Farmers elevators have held their place because they accomplished what they set out to do. They are handling grain by approved business methods and sending it thru the regular channels of trade. Their margins of profit are not exorbitant, sometimes it is complained, they are too small.

We cannot read of Illinois without reference to such men as Marquette and Joliet.

Mr. Mayor, we thank you for your kind and hearty welcome and take pride in being with you.

PRES. ALLEN made his annual address, saying:

### President Allen's Address.

Each year brings more problems for co-operative grain ass'ns to solve. Some can be solved easily, others require a great deal of time. A year ago the directors voted to allow a per diem for the time actually spent in ass'n work. So I have felt free to spend the necessary time to attend such work without feeling it was done at a personal loss.

A year ago a resolution was passed by our delegates asking more liberal assistance from the research and extension department of the University of Illinois in grain marketing by the farmers elevators of the state. In accordance with the spirit of that resolution the executive officers met with Dean Mumford and a number of the farm economists and field men of the College in Urbana early in March, at the Dean's office, for a conference. A better understanding of the problems was developed. There has been a satisfactory beginning of co-operation by the college, especially in the department of farm economics and a series of studies of the financing of some of the elevators has been made and the findings will soon be published.

At district meetings the responsibility of our companies under the Threshermen's Lien Law was discussed and resolutions have been passed asking the state ass'n to take steps to have the law amended. This requires prompt and positive action by our executive officers.

The new Accountancy Law that went into effect last year is of vital importance to our companies. It appeared innocent enough when it was passed, but when the commission began its administration it found a number of points which we think need adjusting and we ex-

pect to take measures to have them corrected. Auditing a farmers elevator requires certain knowledge and experience that auditing other businesses do not. Some of our companies have had unfortunate experiences lately. The man doing the work lacked the knowledge and experience to draw the right conclusions in his report to the directors. Some farmers elevators are still neglecting to have audits made.

The soy bean contract that was put out by a group of manufacturers of soy bean products to growers direct, naming a price to the grower less freight, proved a problem to some of our elevators. When shipping time came it was found there were other things also to be taken into consideration. The difficulty was straightened out after two or three conferences and in a manner satisfactory to the managers concerned. The contract, if put out this year, will take care of the price difference in a more satisfactory way.

The manner of handling the soy bean price guarantee is suggestive of what might be done with corn if it were possible to get some of the large users of corn in the industries to make such a guarantee on this year's crop of corn. I believe it would be perfectly practical and well worth the effort to try putting such a plan in effect.

A history of the farmers elevator movement from the beginning to the 25th anniversary we celebrated in Springfield. It was understood this was to be authentic, brief and readable. This required considerable research and literary skill. But it was accomplished and the book as published shows it was a wise move to have Mr. Farlow do this very important piece of work.

The mutual relations com'te, consisting of Directors Henebry, Greive and Wertsch, and the executive com'te met the com'te of the Illinois Agricultural Ass'n several times in the spring and out of these conferences grew the understanding that now exists between the two ass'ns. The membership of the Illinois Agricultural Ass'n is made up largely of stockholders and patrons of the local farmers elevators that make up our membership. We must remember there is a fundamental difference in the organizations. The I. A. A. is made up of individual members who pay an annual membership fee of \$4.50 which gives that organization an annual income of over a quarter of a million dollars. The membership of our ass'n is made up of the elevator companies instead of the individuals. So far the I. A. A. has done practically nothing worth while for the grain marketing member.

A demand that the I. A. A. use some of its funds for a grain marketing program, led to the proposal that a grain marketing department be created and that a director be appointed to work thru the county farm bureaus and farm advisors, who would be in sympathy with and acceptable to the officers of the Farmers Grain Dealers Ass'n of Illinois.

Such a man was found in the person of Harrison Farnhkept, farm advisor of McLean county. Both ass'ns now recognize the field work of the other and are co-operating for further progress.

Pledges in a freight rate fight. The money was paid in and applied on docket 17,000, the hearing before the Interstate Commerce Commission in response to the Hoch-Smith resolution. If a favorable decision is rendered it will mean a saving of millions of dollars to producers of grain in western territory.

Tariff: Material is now being presented the Ways and Means Com'te in Congress urging raising of the duty on corn from 15 to 30 cents per bu. and the duty on black strap molasses from 1/6 cent to 10 cents per gallon for manufacture into ethyl alcohol, the duty on some other grain also to be raised in proportion.

Credit: A project proposed at meeting of our National Ass'n was a new source of credit for local elevator companies thru the Land Banks or Intermediate Credit Banks by having the law amended so our companies could borrow as individuals and pay on the amortization plan.

Under this plan the interest rate would be lower, about 5%, the loan would not need to be renewed frequently and the method of paying it is proving so successful and easy in the case of farm loans that it would meet with hearty response if carried thru. A bill has been introduced to this effect in Congress and has a fair show of being passed at this session, but it was introduced by the fruit packers and only incidentally mentions the elevators. I doubt if it is just what we want.

Car shortage your sec'y has helped a lot. Mr. Farlow is now chairman of the grain com'te of the Mid-west Shippers Regional Advisory Board and was appointed ass't general chairman of the board at the last meeting in Chicago.

Radio broadcasting of market reports and general farm news. In this connection we have worked for the radio station of the University of Illinois.

The incoming administration will be favorably disposed to co-operative grain marketing as developed by farmers elevators and as represented by their organizations. Our elevators should be recognized and have a large part in whatever form of farm relief program is effected. We have the machinery for operation and I do not believe it necessary to build a lot more.

SECY LAWRENCE FARLOW, Bloomington, presented his annual report, from which we take the following:

### Sec'y Farlow's Report.

The farmers elevators that make up the membership of the Farmers Grain Dealers Ass'n of Illinois have operated under more favorable conditions in 1928 than any year since the World War. Fairly large crops, with the exception of wheat, good quality grain, stable prices on relatively higher basis, a slight improvement in general agricultural conditions, a better understanding between the farmers' elevators and their competitors in the grain trade, and closer cooperation with other farm organizations have all contributed to the welfare of our member companies.

Major Activities: The efforts of the Ass'n have been directed toward five major prospects—publicity and education, better business methods, improved relations with other businesses and organizations, efficient transportation service, and favorable legislation.

Publicity and Education: At our last annual convention your Sec'y was instructed to prepare a brief history of the Farmers Elevator Movement in Illinois. This was done. We assembled the principal facts pertaining to the origin and progress of the movement. More than 2000 copies of this history have been published and distributed.

Better Business Methods: We have continued a study of business practices through audit reports and office calls, in order that we might be able to give out useful information on the proper conduct of a business. We have been pleased to note a decided tendency toward discontinuing the practice of storing grain, but instances of unlimited storage are still too numerous. We had hoped to pass through this year without a serious business loss, but it has recently come to our attention that storing, and the evils associated therewith, have resulted in a heavy loss to one company that has been carrying on a prosperous business for many years.

We want to remind all directors who permit free and unlimited storage that they may become badly involved in debt without their knowledge or consent. It is our opinion that storage is not an accommodation to the farmer, but is a serious menace to the elevator company, and should be absolutely discontinued.

Some companies still permit hedging, and since hedging, as carried on in some instances, takes on the form of speculating in futures, it is a matter that deserves your serious consideration. Any board of directors who permit speculation in the option market can expect their organization to come to grief sooner or later.

A few small losses have resulted from insufficient margin on the volume of business handled. A company expecting to continue in business permanently, must, of course, conduct its business on a margin of profit that will take care of all overhead expenses.

That business methods have been improved is evidenced by the fact that 93% of all the companies in Illinois have a net profit for the year 1928.

Improved Relations: Being an organization of cooperatives, your Ass'n has found it advisable to cooperate with all those with whom we have business dealings or contact relations. In some localities we find the farmers elevators endeavoring to maintain more friendly relations with their competitors in the grain trade. We find them also working in harmony with their farm organizations. Your State Ass'n has set up a Mutual Relations Com'te, which is prepared to meet with a similar com'te from any other group or organization, to consider matters of mutual interest. By this method we have been able to work in harmony with those with whom we have come in contact, to the mutual advantage of all concerned.

Efficient Transportation: At the last annual convention Mr. Shorthill, sec'y of the Farmers National Grain Dealers Ass'n, explained to you that the carriers had asked for a certain increase in freight rates in the western territory, which amounted to about 1c per cwt. on grain. He also explained that when that case was disposed of, the Interstate Commerce Commission, acting under the instructions of a joint resolution by Congress, would institute a general investigation in view of authorizing a reduction in rates on agricultural products. You were asked to make a contribution toward the expenses of these investigations. You responded liberally by providing a fund of \$1,000 for that purpose. We are pleased to advise that the Interstate Commerce Commission denied



the carriers the increase for which they were asking.

Most of the evidence in the general investigation has been heard, and the Commission is expected to make a report in the near future.

We have had few complaints regarding sidetrack service and rents on railroad waylands during the year. The Interstate Commerce Commission has held that on all leased waylands the carriers should collect a rent equal to a fair return on the capital investment. In most cases adjustments have been made that are satisfactory to both carrier and shipper.

We have rounded out a period of five years of activities of the Mid-West Shippers' Advisory Board, without a car shortage of any consequence. Car service has been so satisfactory that many of us are inclined to forget the conditions that prevailed prior to the organization of the Advisory Boards.

**Legislation:** Your officers have had a part in the shaping of certain tariff proposals which, if accepted by Congress, should have a beneficial effect on grain prices. In May, 1928, the National Milk Producers' Ass'n called a conference of representatives of farm organizations to recommend an emergency agricultural tariff measure. President Allen attended that conference and was assigned a place on one of the important committees, charged with the responsibility of recommending changes in import duties on grain, grain products, and commodities coming in competition with such products. This committee recommended an increase in the duties on corn and flax, and a very decided increase in the duty on blackstrap molasses, which replaces about forty million bus. of corn annually in the manufacture of industrial alcohol. While these recommendations have not as yet been enacted into law, they are being given due consideration by the Ways and Means Committee of the House of Representatives.

Amend the Federal Farm Loan Act to provide a fund to be loaned to cooperative ass'ns, including farmers' elevators, to provide warehouses and working capital. It would be a relief to a number of companies to be able to secure long term loans through the Federal Farm Loan Banks at an interest rate lower than prevailing current rates. This is being considered by the Congress.

The Illinois Legislature has just convened and will be ready to consider legislative matters in the near future. While our member companies may not be interested in the enactment of any new legislation, they have expressed a desire that certain laws now on the statute books be repealed or amended. We have special reference to the Thresherman's Lien Law and the Landlord's Lien Law. These make collection agencies of elevators, making the grain dealer responsible to the thresherman or shellerman for the amount of the threshing or shelling bill, without any notice. He is also responsible to the landlord for cash rent as well as grain rent, without notice. Your Legislative Committee has taken the initial steps to have bills introduced amending these laws.

The Public Accountancy Law, which was recently enacted in this state, is so worded that it places certain restrictions on our auditing department. This law should also be amended to permit your Ass'n to develop and expand its auditing service, so that the largest possible number of companies can have the service of experienced grain accountants.

**District Meetings:** In keeping with one of the purposes of the organization, your Ass'n has encouraged frequent local meetings of farmers' elevators by arranging district conferences. Fifteen such meetings were held during the year, with a total attendance of about 500.

**Fidelity Bonds and Workmen's Compensation:** Through the Farmers National Grain Dealers Ass'n we have renewed our contract for Fidelity Bonds and Workmen's Compensation Insurance.

**Membership Dues:** While the present method of financing the Ass'n has been more satisfactory than any other plan that has been tried, it is possible that some changes could be made that would result in a reduction of dues and an increase in membership.

No other large farm organization has ever been maintained at so low a cost per individual. While dues in other organizations range from \$2 to \$15 a year, the cost of this Ass'n averages about 30c for each farmer stockholder.

A graduated scale of dues, based upon the volume of business, is fair and equitable. The car dues system accomplishes that purpose to a certain extent, but it has been suggested that merchandise sales should be taken into account, in order to distribute the expense properly.

**Statistical Information:** It is to be regretted that a few of the farmers' elevator companies in Illinois that suffered heavy losses following the World War have found it necessary to discontinue business. Six companies have sold out during the past year, leaving a balance of 484 companies, with elevators at 574 stations. Four additional elevators have been purchased or built by farmers' elevator companies, making a net loss of 2 elevators for the year. The average volume of grain per company was 236,523 bus., making a total of approximately 115,000,000 bus. of grain handled by farmers' elevator companies in Illinois last year. These handled

a little over \$11,000,000 worth of sideline business last year.

With the increased interest in cooperative marketing manifested by government officials and the general public, the farmers' elevators in Illinois have a greater opportunity for progress than ever before.

The proposition of changing the method of handling the dues from an assessment of 30 cents on each car shipped to a classification system whereby the farmers' elevators would be classified according to the amount of business done and would pay a set figure, came up for discussion. After expression of several views pro and con it was decided to hold over the voting until the following day, when a ballot would be taken.

W. H. HINDAHL, San Jose, treas., gave his annual report, which was approved.

HARRY HIESER, Bloomington, reported for the auditing department, which since last June has worked separately from the ass'n because a new state law governing public accountants and auditors is so worded that no license could be issued to the ass'n. Mr. Hieser, heading his own company, continues, however, to handle the business of the ass'n and works closely with it. The report covered the first 4 months of the past fiscal year when the ass'n still had the department.

E. V. MALTBY, Chicago, reported for the Rural Grain Co., reviewing the growth of the farmers elevator movement and the development of the company he heads in connection therewith. In his report he referred to President-elect Hoover's promise to help the farmers with the tariff and development of inland waterways, and expressed expectation of some action along this line.

PAUL THIELEN, Bloomington, head of the ass'n's supply company, made his report, saying:

### Mr. Thielen's Report of Supply Company.

The attitude of producers and manufacturers towards our activities grows more satisfactory. Important producers of goods we handle are willing to accord us our proper place in the scheme of economic distribution.

Ninety per cent of the farmers' elevators in Illinois make coal their main side line and this commodity demands the greater portion of our time. During the past few months the trend has been to use more Illinois grades at the expense of eastern grades, and we expect this trend to continue for the next two or three years at least. So we are working on better arrangements with Illinois producers.

In 1928 we arranged to handle certain types of farm implements, notably the cultipacker pulverizer and rotary hoe. The manufacturers have effected a change in their distributive plan which permits taking their product direct to the farmer thru co-operative and farmer owned institutions.

Recently there was organized the National Farmers Elevator Purchasing Ass'n. This group includes the farmer elevator purchasing ass'ns of eight middle west states. Advantages will result from national contracts on certain commodities.

GEO. J. BETZELBERGER, Delavan, reported for the scale inspection department, showing a better year in 1928 than during the previous season. He made about 500 inspection calls during 1928 and found 57% of the scales were in tolerance, 24% needed minor adjustment, 13% had to be torn out for major repairs and adjustment and 6% were new scales put in.

A question was asked on how long a wheel base will future trucks have.

JOS. SCHMITZ, weighmaster of the Chicago Board of Trade, expressed the belief that a 16-ft. platform on a 15-ton truck scale would meet the requirements of the average country grain dealer.

MR. BETZELBERGER: Some country dealers use a small scale for weighing trucks by weighing one-half at a time. Are such weights, added together, likely to be correct?

MR. SCHMITZ: Trucks carry a concentration of load on one end of the scales and need to be weighed on a truck scale. Weights can be taken by the method you mention, but

they would not be recognized as official, and are not likely to be accurate.

The following committee was appointed:

**RESOLUTIONS:** H. J. Grieve, Edinburg, chairman; Henry Brown, Woodhull; John Barth, Mendota; O. B. Robbins, Buckley; John F. Randolph, Canton; W. F. Allison, Mason City; Wm. Heneberry, Bethany.

Adjourned to Wednesday morning.

### Annual Banquet.

About 550 gathered in the dining hall of the Joliet Chamber of Commerce for the annual banquet. After finishing a satisfying repast from cocktail to ice-cream and cigars the delegates were led in community singing by J. H. Checkley.

CHAS. ECKERLE of Minneapolis acted as toastmaster. Various members of the organization and visiting members from other ass'ns were called upon to make short talks.

The address of the evening was made by J. Heber Hudson, director, organization department, Illinois Chamber of Commerce, who told about chasing away the gloom and garnering in happiness by nurturing smiles. Many of his stories would bear frequent repeating.

The remainder of the evening was given over to an entertainment program by three young gentlemen who represented themselves as old men with chin whiskers and wigs and demanded attention by the fire red of their shirts. Each had particular aptitude for playing barnyard melodies on such familiar instruments as a flute, a harmonica, a guitar, and a gallon jug.

These were followed by a free-for-all Battle-Royal between six negro lads who fought to a finish. The last man to remain standing was declared the victor.

### Wednesday Morning Session.

The second session began at 10 o'clock Wednesday morning with Lawrence Pittman of Atwood in the chair. The program was in charge of the Managers Club.

A short period of singing and music by professional entertainers preceded the speakers.

CLIFFORD V. GREGORY, editor of the *Prairie Farmer*, read an historical treatise on the growth of farming in the middle-west, treating particularly the growth of farm organizations and the things they tried to accomplish.

S. S. TANNER, Minier, Ill., discussed Orderly Marketing, saying:

### ORDERLY MARKETING

Our problem is to take care of the crop we raise. We raise an average of 850,000,000 bus. of wheat. If nothing is done about this the normal increase in population will soon put us on a domestic basis. Our tariffs will protect us from foreign competition.

The corn situation is what you are particularly interested in. Last year's crop was 2,840,000,000 bus. We consume 8,000,000 bus. a day. At 365 days in a year we consume more than 2,900,000,000 bus. There can be no surplus. Only 700,000,000 bus. of this corn ever leaves the farms. The same is true of oats.

I have confidence that President-elect Hoover will take some action on the farm problem as soon as possible.

My idea of a form of relief is to appoint a commission to set the price on corn and enforce it. If the farmers raised too much the price would be lowered; if they stayed within the set limits on production it would be set higher. This ought to work on corn and oats, and prove a salvation for the middle west.

P. C. ALLEN, Manteno, discussed Feed Grinding as a Side Line. He said:

### FEED GRINDING

Among our first sidelines was lumber. One thing led to another and soon we added an attrition mill. Farmers brought in plenty of grain to be ground but would often get careless about tramp iron. We tired of buying plates so installed a hammer mill, which remains unaffected if a piece of iron accidentally gets into the hammers, and does a very good job of grinding.

During the first year following installation of the latter we ground an average of 6½ tons of corn, oats, wheat and mixed grains a month. Now the mill is kept constantly busy and we are not sure it is not our main line instead of a side line.



A mill is an economy in utilizing labor. When an elevator man isn't busy in the elevator he can work at grinding.

A public mill is a necessity in dairying and feeding localities. In spite of a generous supply of farm mills in our territory our mill is kept busy. Very often a farmer considers his farm mill a failure since it is such a problem to run it. One such fellow in our section says it is cheaper for him to load his grain in a truck or wagon, bring it to us and pay the toll and haul it back than it is for him to fool around with his mill.

We consider our mill a profitable sideline.

LAWRENCE PITTMAN, Atwood, told about handling soy beans. He said:

## HANDLING SOYBEANS

Our experience with soybeans at first was none too satisfactory. The contractors had gone ahead with contracting but had made no provisions for handling. When the beans were harvested the farmers came to the elevators and wanted to know how they were to ship.

Arrangements were finally made and the crop moved. This year the contractors are making provision for handling thru the elevators and elevators are being supplied with contract forms.

The new contract forms put out by the American Milling Co., Funk Bros. Seed Co. and the Cooperative Grange League Federation Exchange, Inc., calls for the crop grown on a contracted acreage for the 1929 season and pays \$1.33 per bu. for shipment up to Nov. 15. The price is raised one cent per bu. for each 15 days following, reaching \$1.38 for delivery between Jan. 15 of the following year and Feb. 1. This allows a carrying charge for the elevator. Prices are made f. o. b. Peoria or Bloomington and are based on grade No. 2, with 2 cents a bushel discount on each lower grade and a premium of one cent for grade No. 1.

From these prices is deducted freight to either of the selected points and the elevator margin which is supposed not to exceed 5 cents a bushel.

Freight rates are particularly important because of only two delivery points and are very liable to affect the price paid by the elevator with consequent disruption of trade territories. I think it would be well if we could arrange local meetings before the soybean season begins and get together on the price regardless of margins so that all will be paying the same. This will equalize the trade.

Soybeans are not yet a problem over the whole state of Illinois. The University of Illinois has recently developed an early variety, however, which is ready to be harvested 10 days before the present crop. We may safely expect soybean growing to spread northward because of it.

Adjourned to 7:30 p. m.

## Wednesday Afternoon Session.

The third session was opened at 2 o'clock Wednesday afternoon. Local entertainment and community singing followed the opening.

W. W. MARTIN, director of the Federal Farm Loan Bank of St. Louis, talked on A Better Day for American Agriculture. He told a number of clever stories and said:

### BETTER DAY FOR AGRICULTURE.

There are 120,000,000 people in this country to be fed. The farmer must do the feeding.

Before the war we owed Europe vast sums. Now Europe is in our debt and we have a monthly surplus of about \$900,000,000 which is seeking investment. The farmers think they haven't their share, but some day this stock market is going to break and already investors are looking to farm lands.

We can expect some farm relief legislation at this session of Congress. The farmers are better organized than ever before and have greater legislative influence.

Thru the Federal Land Bank farmers can now get money at 5%, which is less than that accorded city business. With time money in New York at 7 and 8% this rate to the farm mortgages is out of line.

The 12 years of the Federal Farm Loan Act have seen growth of a billion and a half dollars. The Federal Farm Land Bank will loan on a farm mortgage for 36 years and take care of payments as the farmer wishes.

These banks have lifted the farmer out of a fluctuating money market. In the future we may safely expect to have lower rates than we now have on farm mortgages. Other countries have them. Use of the system will make it possible.

MRS. A. R. SABIN, Delavan, Ill., told about Perpetuating the Farm Home, encouraging installation of labor saving conveniences, better education for children and more community work.

## VOTING ON ASS'N DUES.

The proposition of classifying farmers elevators according to amount of business done

and basing flat rate dues thereon, was re-stated. On ballot the delegates voted 67 for and 16 against adoption of this system which will set a minimum of \$16 and a maximum of \$60 per member company.

HARRISON FAHRNKOPF, director of Grain Marketing, Illinois Agricultural Ass'n, Bloomington, discussed Relationship of Farm Organizations. He said:

### COOPERATION BETWEEN FARM ORGANIZATIONS.

Big leaders in other lines seek to look beyond the demands of their own single businesses and think nationally and even internationally.

It is the business of the farmers' elevator to sell the farmers grain profitably and help purchase farm equipment and supplies at reasonable prices.

The Illinois Agricultural Ass'n is a general organization helping the farmers in a general way.

Following individual farming came efficiency, which caused one farmer to become better and more prosperous than another.

A com'te of this organization met with a com'te of our organization at different times for more than a year. The Farm Buros now seek to benefit the elevators by encouraging support and loyalty.

Much of the membership in both organizations is the same and they should work for mutual benefit.

A. J. SURRAT, Crop Statistician, Springfield, told about gathering statistical information. He said:

### GOVERNMENT CROP REPORTS.

Government crop reporting is simply compiling information from local communities to cover larger territory. Large grain concerns have private crop reporters who collect information personally. It is obviously impossible for farmers to do this, which is the reason for the Government doing it for them.

Too often a farmer will think he is a small cog and his report is therefore inconsequential, but his report with many others makes up the large picture.

More than half the states cooperate with the federal government in compiling information.

These crop reports have an indirect benefit. They bring stability to prices that would not otherwise exist. They are made as accurate as is humanly possible.

We need an official office to keep crop records for the public as well as the farmer and for legislative information. It serves as a basis for a good deal of legislation.

Every important grain producing country has a crop reporting service. It serves as a protective feature guarding our food supply.

Crop reporting service started after the Civil War, when eastern farmers asked government supervision of private crop reports.

The farmer is the first link in the chain. Questionnaires go out once each month. Such reports are confidential and only the compilation is available to anyone.

In the federal department every precaution is taken to guard against leaks. Within a few minutes after the report is released it is scattered all over the country, so everyone gets it at the same time.

The crop report reduces speculation. We hear criticism of crop reporting service. But it doesn't seem to get very far because it is a valuable service.

PRES. ALLEN announced entertainment features furnished by the Joliet Commercial Club in the evening.

Adjourned to 7:30 p. m.

## Wednesday Evening Session.

A short executive session held by the Managers Club was followed by entertainment supplied by the local Chamber of Commerce at the fourth session held in the Elks' Club Wednesday evening.

The remainder of the evening was given over to two addresses.

FRED G. SMITH of the Board of Review, Chicago, told about federal supervision of grain inspection. His address is quoted elsewhere in this number.

DR. L. J. NORTON, College of Agriculture, University of Illinois, Urbana, talked on the Effects of the Tariff on Prices of Agricultural Products, advancing sound arguments for a balanced tariff which would maintain adequate protection. His address will appear in a later number.

MR. FLYNN of the Peoria Chamber of Commerce, extended a cordial invitation to hold the annual convention at Peoria next year. Adjourned to Thursday morning.

## Thursday Morning Session.

The fifth session opened in the hall of the Elks' Club at 10 a. m. Thursday with Pres. Allen in the chair.

The following resolutions were offered by the Resolutions Com'te and unanimously adopted:

### Resolutions Adopted.

#### THRESHERMENS' LIEN LAW.

RESOLVED, That we voice our vigorous protest against the one-sided Threshermen's Lien Law and urge an amendment requiring threshermen to notify grain dealers in writing on or before the delivery of grain. Be it further

#### LANDLORDS' LIEN LAW.

RESOLVED, That we urge an amendment to the Landlords' Lien Law requiring landlord to notify in writing the grain dealers of their claim against the tenant.

#### ACCOUNTANCY LAW.

RESOLVED also, that the present accountancy law be amended so that the Farmers Grain Dealers Ass'n of Illinois be permitted to furnish its members with competent auditing service.

#### INLAND WATERWAYS.

WE strongly commend the position taken by President-elect Hoover in regard to the development of inland waterways and urge immediate action in this matter.

#### TARIFF REVISION.

WE favor such revision of tariff rates as will afford the same degree of protection for agriculture as is afforded industry and labor.

#### FUNK FOR SEC'Y OF AGRI.

WE strongly endorse and recommend the appointment of Eugene Funk, Sr., to the office of the Sec'y of Agriculture.

#### ELEVATOR RESEARCH.

WE urge the research and extension service of farmers' elevators be continued and enlarged by the University of Illinois.

#### MORE FREE TIME FOR SHIPMENTS TO CHICAGO.

WHEREAS, The tariffs of the various railroads carrying grain to Chicago uniformly provide for only seven hours' time free of penalty (\$4.70 per car) for the inspection of grain and do not allow additional free time for re-inspection by the State of Illinois Inspection Department or by the United States Government Federal Inspection Supervision Department; and,

WHEREAS, The Chicago Board of Trade filed formal complaints with the Interstate Commerce Commission and Illinois Commerce Commission seeking to have twenty-four hours' additional free time allowed for the reinspection and seeking also to abolish the present reassignment charge of \$2.70, which complaint was heard at a joint hearing held by the Interstate Commerce Commission and the Illinois Commerce Commission at Chicago on Jan. 17 and 18; and,

WHEREAS, Notwithstanding that these tariffs are unfair and result in an undue burden of avoidable losses on the producer of grain and in effect destroy his right to have the quality of his grain impartially determined by inspection, the interested railroads stubbornly opposed any correction of the situation; therefore, be it

RESOLVED, That the Farmers Grain Dealers Ass'n of Illinois in convention assembled on Feb. 5, 1929, at Joliet, Ill., immediately make suitable representations to the government of the state of Illinois and the Sec'y of Agriculture of the United States to the end that the interests of the producers of grain shipped to Chicago shall be fairly protected and adequately preserved by correction of the present railway tariffs.

## Officers.

The following were elected to office for the ensuing year: C. H. Bonnell, Rosemond, pres.; T. R. Cain, Jacksonville, 1st vice pres.; E. E. Stevenson, Ransom, 2nd vice pres.; W. H. Hindahl, San Jose, treas. Directors H. J. Greive, Edinburg, and V. A. Wertsch, Delavan, were re-elected which leaves the old board of directors intact.

The new pres. was introduced and was afforded the pleasure of presenting retiring Pres. Allen with a beautiful traveler's toilet case, the gift of many friends in the ass'n.

Adjourned *sine die*.

## Next Meeting Place.

At the Board meeting called by the new pres., Mr. Bonnell, immediately following the close of the convention, Peoria was agreed upon as the next convention point.

## Entertainment for the Ladies.

About 25 women attended the convention and entertainment was provided for them by the Chamber of Commerce.



Wednesday morning they were taken on a tour thru a local calendar factory at which they were made acquainted with the process of manufacturing some of the art calendars their husbands have a habit of bringing home around Christmas time.

A card party was conducted in the lobby of the Louis Joliet hotel the afternoon of the same day, followed by tea in the late afternoon. The evening was given over to the theatre and to dancing.

Mrs. A. C. Stauffenberg and Mrs. A. E. Webber were hostesses.

### Exhibits.

J. B. Dearborn was in charge of the Calumet Steel Co. exhibit of Anchorite steel posts.

Edgar G. Lewis displayed seed samples of yellow dent corn and Manchuria soy beans.

L. J. Boyd was in charge of the three Dunham culti-packer, culti-hoe pulverizers.

Stephen R. Apted and Paul P. Kling had a table on which they showed samples of the various forms of Myles salt.

Kewanee Implement Co. had a working model of the Kewanee All Steel Truck Lift on exhibit in charge of J. M. Deck.

Rome O'Connell, Morris, and J. H. Knowles, Rockford, Ill., showed samples of Plymouth Red Top binder twine handled by Lindsay Bros., whom they represented.

Clifford Gordon, Converse, Ind., representing the Oyster Shell Products Corp., showed samples of Pilot Brand Oyster Shell Flake and told prospective handlers about its value in feeding poultry and livestock.

J. T. Mickes of the Peabody Coal Co. was in charge of a \$7,000 replica of the company's No. 9 mine. This was a working model, built by hand, which raised tiny cars of coal from the shaft, dumped them on shaker screens which did the grading and separating, from which the coal was carried to waiting models of coal cars on conveyors.

### In Attendance.

Several interesting dinners were held in the hotel where terminal market representatives entertained country shippers.

Song birds sang until far, far into the night but sound proof walls protected those who were not interested in singing.

"Larry" Larimore, the happy representative of the Cleveland Grain Co., and prime story teller, was so popular that he was host to a party of six after the convention was all over.

A dance at the local park was an attraction Wednesday night. In fact if it hadn't been for the convention delegates it is doubtful if the operators would have found it profitable. As it was they rubbed their hands in high glee.

**SOUVENIRS:** Pencils were distributed by the Cleveland Grain Co., and Lindsay Bros., Inc.; the handsome but complicated cigar lighting outfit composed of a box of safety matches and a candle fastened together for convenience sake, was the gift of the Peabody Coal Co.

The mayor had promised immunity from the parking laws, but no one felt disposed to park very long in one place, there were too many other things doing. Private parties were numerous and there was a big boom in the ginger ale market which delighted both manufacturers and distributors.

Registration was in charge of the Misses Madeline Baenziger and Isla Spence of the ass'n's Bloomington office. V. E. Butler, J. T. Peterson and J. D. Stevens of the Grain Dealers National Fire Insurance Co., which supplied the badges, were in charge of fitting the registrants and badges together.

Following the last business session interested delegates were taken to Stateville to look over the new penitentiary being built on the daylight plan. About 300 were crowded into six buses and as many private cars for the trip, and admired the modern daylight sanitary cells

which modern prisoners experience; however, none of the visitors asked to remain.

H. A. Stotler came from Streator.

Geo. J. Betzelberger represented the Fairbanks, Morse & Co.

The University of Illinois was represented by Dr. L. J. Norton and Lacey F. Rickey.

J. O. Kliyla, more familiarly recognized by his first name, Julius, came from Mendota.

PEORIA representatives included Guy F. Luke, Fred Mueller, Geo. W. Cole and H. G. Bowen.

Geo. W. Quick & Sons was represented by Harry Quick. Other contractors present included Geo. Saathoff and D. G. Eikenberry.

Federal grain supervision was represented by Fred G. Smith and C. L. Cannon. J. A. Schmitz, chief weighmaster of the Chicago Board of Trade, was present.

ST. LOUIS representatives included Ches Knierim and N. P. Nelson of Langenberg Bros. Grain Co.; Harry C. Noland of Nanson Commission Co.; Frank Bubb and G. C. Martin.

Among other insurance men present were A. R. Schroeder, D. B. Dreiske and V. R. Johnson of the Millers National Fire Insurance Co. and H. A. Canham of the Millers Mutual Fire Insurance Co.

THE SEED business was in charge of Chas. H. Clark of John L. Kellogg Seed Co., Chicago; A. N. Wertheimer and Fred H. Weeks of Ligonier, Ind.; J. W. Waring of Bloomington, and C. D. Evans, Ottawa.

INDIANAPOLIS representatives tied a big sign to the railing around the mezzanine floor of the hotel declaring Indianapolis a leading market. Representatives included O. P. Larimore of the Cleveland Grain Co.; Frank D. Roberts and E. E. Allison of Steinhart Grain Co.; Chas. McEwan of Frank A. Witt Co.

AMONG THE SUPPLY men present, other than those having exhibits, were N. H. Graham, L. P. Selvert, E. M. Senior, Henry DeJong, V. P. Hartwell, steel posts and wire; R. L. Hall, B. Heinsley, J. M. Scott, feeds and oyster shell; G. L. Dunkelberger, Jos. G. Ireland, E. B. Schuette, salt.

CHICAGO grain brokers, merchandisers and commission men and Illinois representatives of Chicago grain firms present included Jack Brennan and S. J. Kennedy of John E. Brennan & Co.; K. E. Pierce, C. D. Olsen, "Squire" Cavitt, Mike Lavelle and Fred Owings, of Jas. E. Bennett & Co.; Jess Summers, John A. Low, J. A. Nosek, H. D. Barclay, Jas. R. Barclay, J. L. Mathias, of E. W. Bailey & Co.; John J. Coffman, R. I. Mansfield, Geo. P. Beringer, W. H. Conley, F. W. Smith, of Bartlett Frazier & Co.;

G. F. Stebbins, Cleveland Grain Co.; Gordon Hannah, Doern-Scarritt-Hannah Co.; Frank Haines, W. M. Christie, H. R. Sawyer, Harry Todd, and John H. Brooks, J. H. Dole & Co.; Geo. E. Booth, Wm. Tucker, F. J. Dolan, H. L. Rodger, Ralph Williams, Lamson Bros. & Co.; Wm. H. McDonald, Rosenbaum Grain Corp.; Ed. A. Praeger, McKenna & Strasser; Wm. M. Hirshey, P. E. Kries, J. C. Shaffer Grain Co.; Ed. Nieft, A. B. Means, T. E. Decker, Geo. McGrath, P. D. Maxwell, A. H. Dysart, John E. Anderson, Lloyd E. Beach, Henry W. Brush, Walter G. Moorhead, Eugene F. Havey, O. J. Bader, P. M. Wagner; E. B. Timberlake, Rob't W. Leetch, M. L. Vehon, S. E. Fisher, E. V. Maltby, H. B. Price, Truman V. Maltby, John Benson, A. J. Banta, R. E. Andrews, Eugene Schifflin, D. W. Jones, J. A. Cornea, H. A. Mulholland, E. F. Wilson, W. G. Nelson, and B. F. Traylor.

MANAGERS of farmers elevators and country shippers present included: W. F. Allison, Mason City; W. H. Allen, Owaneco; W. D. Ainsworth, Cisco; Frank E. Buckley, Yorkville; Irving D. Banker, Sycamore; E. E. Bumpers, Saybrook; T. E. Bilderback, Denver; H. A. Bonges, Ottawa; Harry Breneman, Minier; Meddie Buck, Cropsey; C. P. Cummings, Pittsfield; W. C. Carlock, Shirley; J. Cheadle LaPlace; Peter Coyer, Claytonville; R. P. Corbett, Ludlow; Lester Dhreving, Lincoln; E. H. Dannowitz, Somanauk; Arthur Dirst, Minooka; Roy Danner, Astoria; R. A. Ewing and F. W. Hamer, Malden; E. E. Frier, Latham; N. B. Fleming, Bement; Wm. G. Fry, Cabery; Henry Getz, Tremont; Rob't F. Guenther, Cedar Point; S. Oliver Gray, Woodland; John C. Gummershimer, Columbia; F. C. Hopkins, Altoona; H. A. Henricks, Cerro Gordo; Frank J. Holub, Hammond; R. C. Hughes, Morris; J. A. Henebry, Plainfield; Roy H. Jones, Monticello; E. L. Johns, Exline; R. L. Jostes, Booddy; J. E. Jones, Ridgeway; H. A. Cole, Grant Park; Wm. A. Kominick, Emden; John Legel, Roanoke; W. W. Luhring, Weston; Geo. S. Larick, Milmine; H. Ledbetter, Pierson Station; Geo. LaRoeger, Manteno; Joseph Leman, Jr., Eureka;

C. E. Miller, Piper City; G'enn D. Marshall, Stronghurst; L. A. Markwalder, Cissna Park; W. E. Munson, New Berlin; O. E. Martin, Mount Pulaski;

Jas. McMahon, Ocoya; M. S. McClintick, Edinburg; F. W. McLaughlin, Ashland; Fred E. McClellan, Morris; J. H. Nafziger, Anchor; J. C. Nafziger, Danvers; Chas. P. Keys, Beason;

[Continued on page 189]

## The Elevator Manager and Crop Improvement

[From an Address by H. R. Sumner Before the North Dakota Farmers Grain Dealers Ass'n.]

The alert elevator manager who is interested in the welfare of his community is in a position to give greater assistance in a crop improvement program than any other one individual. If the farmers are discussing or inquiring about a new variety of wheat, the elevator manager is the first to hear about it. If fifty farmers hauled in smutty wheat and need to treat their seed this spring, the elevator man has their names. If a farmer has hauled in some mixed grain, damaged grain, or ergoty rye, the elevator manager knows about it. He hears their questions, he understands their reactions and no one is in a better position to put in a good word for seed treatment or advise against buying seed of an untried variety than the operator of the local elevator.

Because this is true I wish to call your attention to several things an elevator manager can do to help improve the grain grown in his locality.

The Northwest Crop Improvement Ass'n is a voluntary organization of the grain and milling interests of North Dakota, Montana, Minnesota and South Dakota. The object of the association is to do whatever is possible to aid in improving the quality of grain, increase the yield and reduce the amount of foreign material. We work in cooperation with Agricultural Colleges, Railroads, Bankers, Seed Houses, in fact with any group that is interested in practical crop improvement methods.

WHAT CAN the elevator man do in crop improvement work? First do you understand the big Crop Improvement Program that is now outlined for the State of North Dakota? The Agricultural College is directing that program and our Association, the Railroads, the Greater North Dakota Ass'n and others are all assisting in various ways. There is no conflict—no duplication of effort—we all have a job and are trying to complete it. The College men have analyzed the crop improvement situation in the state, have considered the matter of tillage, weeds, varieties, seed supply, smut and all the factors that must be tied together in a program of work that is practical and valuable. They decided that the first step necessary is to develop a supply of seed of dependable varieties and to encourage the planting of only standard varieties. The College is directing the work and its field force is working on it. A supply of pure seed, foundation stock we call it, was investigated and approved by the college. The varieties to be recommended on the basis of yield, quality, etc., are to be determined by the college. The growing and increasing of that seed will be charged to members of the new North Dakota Crop Improvement Ass'n. That organization by the way was more or less arranged for by the college, the railroads and our organization. The Greater North Dakota Ass'n is conducting a big campaign to stimulate farmers' interest in good seed. The crop program in North Dakota for the next several years will be to:

1. Develop a supply of good seed of better varieties.
2. Encourage farmers to plant such seed.

The biggest help that can be given by an elevator manager in a crop improvement program such as the college and the Northwest Crop Improvement Ass'n are trying to establish is to display sincere interest in the work.

First, become informed as to the best method of smut control and as to the best variety of crop for your locality.

Second, call and visit with the county agent in case your station is located in a county which is sufficiently fortunate to have a county agent. Learn the county agent's ideas and plans and offer to carry out any job that he may give you.

[Continued in third column facing page.]



## C. & N. W. Terminal at Council Bluffs Greatly Enlarged

When erected in 1918 the terminal elevator of the C. & N.-W. Ry. Co. at Council Bluffs, Ia., was complete in every respect, including a concrete track shed 70x151 ft., working house 46x166 by 180 ft. high of 285,000 bus. capacity, and storage house, 135x137 by 104 ft. high, of 976,000 bbls. capacity, all of reinforced concrete, as well as a Morris Drier, dust house, bleaching tower, boiler house, office and workshop.

To the 36 cylindrical bins then constructed there were added in 1928 35 bins of the same 21 ft. 11 ins. diameter, but 92 ft. high compared with the 85-ft. depth of the old bins. The existing storage was arranged in 6 rows of 6 tanks each, affording 30 interstice bins, while the new addition has 7 rows of 5 tanks each forming 24 interspace bins. The new cylindrical bins have a storage capacity of 27,100 bus. each and the interspace bins 6,300 bus. each, making 1,100,000 bus. of new capacity and bringing the total capacity of the plant up to 2,361,000 bus.

The new annex is located 16 ft. from the original storage bins and is connected with it by 5 concrete belt conveyor tunnels at the basement level, and three steel conveyor galleries at the bin floor level, these galleries being enclosed with corrugated iron on sides and roofs and having concrete floors.

Piles were driven for the foundation, the walls and bin bottoms being supported on a heavy reinforced concrete mattress resting on the piles.

Each round bin has a steel hopper bottom 6 ft. square located in the center of the bin bottom. The remaining portion of the bin bottom is hopper-filled to a slope of 8 ins. vertical to 12 ins. horizontal, and finished with a concrete slab, trowelled to a smooth finish. The interspace bins are filled and finished in the same manner.

The cupola over the bins is entirely of reinforced concrete. The roofing is 4-ply solid mopped pitch and gravel. The windows thru-out the building are of steel sash glazed with ¼-inch ribbed wire glass.

The conveying equipment of the plant consists of three 40-inch belt conveyors over the

bins for filling them and five 36-inch belt conveyors below for returning grain to the working house. The cupola conveyors extend clear across the bin floor of the original storage annex, passing under the old conveyors to bring grain out from the working house; thus making it possible to transfer grain from any one of the three conveyors in the old storage to any one of the three conveyors serving the new storage, which gives considerable flexibility in filling the new bins.

Heavy duty trippers transfer grain from conveyors to bins, each round bin having two floor gratings thru which grain is discharged to bin.

The five basement conveyors pass thru tunnels into the basement of the original storage house and discharge to the conveyors running from that basement to the working house. All belt loaders and spouting are of 14-gage steel with the exception of tripper spouts and re-loading spouts from belt to belt, which are 10-gage steel.

Eight Fairbanks-Morse ball bearing motors of the squirrel cage type equipped with compensators drive the conveyor belts. Three motors of 30 h.p. each have Morse Silent Chain Drives 4 ins. wide 42 in. centers to operate the conveyor belts over the tanks, one 25-h.p. motor with Morse Chain 47 in. centers, and four electric motors of 20 h.p. with Morse Chain 48 ins. centers, operate 5 conveyor belts under the tanks, the drives being furnished by the Strong-Scott Mfg. Co.

The conveying machinery was furnished by the Webster Mfg. Co.

Cement used in the structure was supplied by the Dewey Portland Cement Co.

The plant is equipped thruout, both round and interspace bins, with the Zeleny Thermometer System; the reading instruments and switchboard being located in the original office building, with those serving the original plant. This enables the superintendent to keep himself informed on the condition of the grain in all bins without emptying for examination.

This annex was designed and built by The Barnett & Record Company, construction work being completed in four months. The work was carried on under the supervision of W. J. Towne, chief engineer, and F. C. Huffman,

assistant chief engineer, of the C. & N.-W. Ry. Co. The plant at Council Bluffs is operated by the Updike Grain Corporation.

The new and old section both are shown on front cover page.

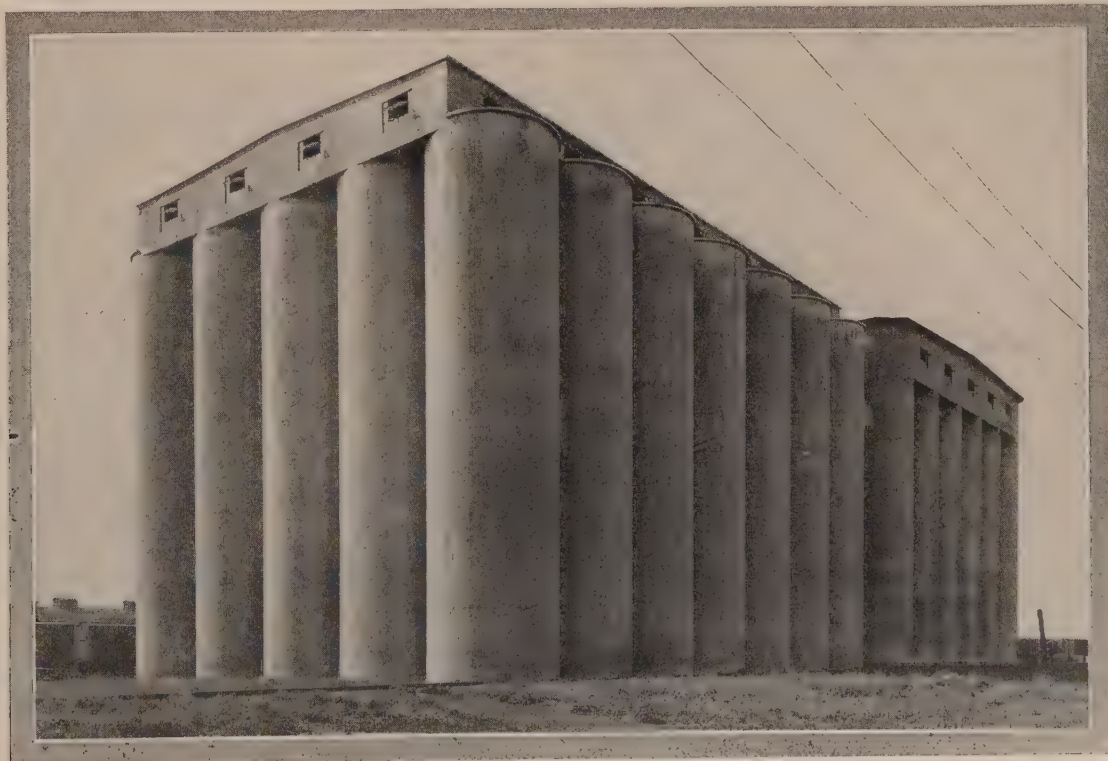
## The Elevator Manager and Crop Improvement.

[Continued from facing page].

Third, talk, write, urge the farmers to treat for smut. Tell them that careless treating is only slightly better than no treating—encourage them to plant good seed of the very best variety. An elevator manager should consider the job of crop improvement in his community as his personal work, and as his personal responsibility.

A SECOND JOB for the interested grain dealer is gradually to buy more and more grain on a grade basis. We may as well face the facts and not attempt to sugar-coat them. The greatest hindrance in crop improvement work among the producers of grain is the inability or the neglect of elevator managers to buy grain on a grade basis. Neglect on the part of the buyers to discount properly for smut, for mixture, for foreign material, for moisture and for all the factors that combine to establish a grain grade is the principal cause of our present smut and only fair quality wheat. Were the elevator managers to discount the smut and for poor quality the farmers would respond with careful treating and better farming practices. We talk of urging the farmer to treat his seed grain to control smut—of what use or value is it to him when the clean grain and the smutty grain are taken at a common price? The farmer will try to produce better wheat when he sees that it pays. The elevator men are in a position to furnish such an incentive.

Tanks for storing grain on farms of the Northwest, are a part of the 1929 program of the Farmers' Union Terminal Ass'n, St. Paul, Minn. These tanks of about 1,500 bushels capacity will be sold to farmers and placed on the farms. When filled with wheat, durum or flax, they will be sealed and insured, after which the association hopes to be able to make loans on the grain to the extent of 70% of current market value, at a low rate of interest.



C. & N. W. Storage Annex at Council Bluffs, Ia.  
[See outside front cover page.]



# Seed Value of Frosted Wheat

By W. O. Whitcomb

Montana Grain Inspection Laboratory  
Montana Agricultural Experiment Station

"Can frosted wheat be used for seed?" is a question which presents itself to many farmers in certain sections of Montana and North Dakota this year. The answer to this question depends upon the severity of the frosted condition. The Montana Agricultural Experiment Station has been making a careful study of frosted wheat during the past ten years and has certain definite recommendations to make relative to its use for seed and other purposes.

Two points of special interest are: First, immature wheat which is not frosted germinates practically as well as mature wheat; and second, the germination of wheat is easily affected by frost or exposure to weather. This being true, it is well to consider that wheat which contains green kernels will make good seed if it has not been frozen, but any wheat which has been frosted should not be used for seed without careful testing.

**THE THREE FACTORS** which determine the degree of frost damage of wheat are: First, maturity of wheat at time frost occurs; second, temperature at time of freezing; and third, length of time the freezing temperature continues. Of these three factors, the first, that of maturity of the wheat, is probably the most important.

**MATURITY OF WHEAT:** The best index to maturity of wheat for this purpose is the moisture content of the kernel, since the moisture in the kernel decreases regularly during the maturing of the plant. A study made in 1923 showed that the moisture content decreased from 69% in very immature wheat to 9% in the ripened grain. When portions of this wheat were artificially frozen at 5°F below zero, the germination was found to be as follows: 69% moisture, germination before freezing 91%, after freezing 0%; 34% moisture, germination before freezing 95%, after freezing 63%; and 9% moisture, germination both before and after freezing 95%. The period which elapsed between the time the moisture of the kernel was 69% and 34% was twenty-five days, while that between 34% and 9% was about fifteen days. Wheat which is in the stiff dough stage has a moisture content ranging from 42 to 46%. Thus it will be seen that the maturity of the wheat is an important factor in judging severity of frost damage, the damage decreasing as the wheat approached maturity.

**TEMPERATURE AND DURATION OF FROST:** The studies which have been made in Montana indicate that the lower the freezing temperature and the longer it endures the greater is the damage. During the ten-year period of study, wheat was damaged at a wide range of temperatures. A damage of 93% in one lot of wheat was caused by a temperature not lower than 29°F. In 1922 two lots of wheat of different degrees of maturity were damaged by a freezing temperature for eight hours, during which time the minimum was 27°F. for four hours. The most severe damage occurred in 1926 when minimum temperatures of 31, 28, 18 and 12°F. were recorded during a period of four days.

A close examination of any lot of wheat which has been subjected to frost in an immature condition will show it to consist of a wide range in degree of damaged kernels. This is dependent, for the most part, upon the different stages of maturity of the kernels. The percentage of frost damage as ordinarily given merely states the proportion of kernels which class as damaged and gives no information as to the severity of the damage to the kernels which are frosted. A germination test however, will give this information in concrete form.

## APPEARANCE OF FROSTED WHEAT:

The most typical appearance of frosted wheat is a decided crinkled appearance of the bran. When the wheat is frosted, in a very immature stage, however, a general shrunken condition without the crinkling of the bran is observed. The color of frosted wheat may vary from almost the normal color of ripened grain to a decided green color. Wheat which has been frosted in the stiff-dough stage has an absence of green in the color and the bran has the characteristic crinkled appearance. Generally speaking, frosted wheat which is fairly plump and which does not have an excess of green color makes good seed. The appearance of normal and frosted wheat is shown in Fig. 1.

**LABORATORY GERMINATION TESTS** of frosted wheat have shown that germination tests made six months or more after harvest are the most reliable for frosted wheat. Immature wheat which was not frosted was found to germinate as well as mature wheat, therefore any differences in germination in wheat having different degrees of frost can be attributed to the effect of the frost alone. In 1924 wheat which was frosted in the field to the extent of 100% showed 71% germination, while wheat frosted 91% or less showed 93% or more germination. That the degree of frost in this crop was not severe was shown by these high germination percentages. The minimum temperature of the frost was 26°F. and the duration of the freezing temperature was eight hours.

In 1926 a much more severe frost damage of the wheat occurred. The laboratory germination ranged from 34% when the frost damage was 100% to 86% when the damage was 4%. Wheat on adjacent plots which was not frosted germinated 93%.

An explanation of the reason why frosted wheat of the 1924 crop made good seed while that of the 1926 crop did not is found in the difference of the severity of the freezing in the two years. In 1924 the minimum temperature during the frosting of the wheat was 26°F., while in 1926 it was 12°F. Also, the duration of the freezing was much greater in 1926, being extended over a 4-day period, while in 1924 it was but 8 hours. The stage of maturity of the wheats of these two years was not greatly different as indicated by the fact that the average weight in milligrams per kernel of the wheats were as follows: 1924 crop—No. 1836, 33; 1839, 20; 1926 crop—No. 2666, 29, and 2673, 22. This would seem to confirm the idea that the difference in seed value of the two crops was due to a difference in severity

of freezing rather than a difference in maturity.

**SEED VALUE OF FROSTED WHEAT:** Results of field tests of frosted and non-frosted wheats from the crops of 1924 and 1926 make a most interesting comparison. These tests were made on 40-acre plots in duplicate. The rate of seeding was sixty pounds per acre. The following tabulation shows the detailed results.

## FIELD TESTS OF NORMAL AND FROSTED WHEATS.

Lab. No.	Frost damage, %	Laboratory germination, %	Plants per 1/1000 acre, number.	Yield of wheat per acre, bushels.
1924 crop seed				
1833.....	0.9	97	769	51
1836.....	71.0	95	772	50
1839.....	100.0	71	454	51
1926 crop seed				
2480.....	0.0	98	515	45
2672.....	0.0	93	395	42
2666.....	100.0	54	24	not harvested
2673.....	100.0	34	23	not harvested

The most outstanding feature of this test is that wheat frosted to the extent of 100% one year produced 51 bushels per acre while wheat having 100% frost damage another year produced a crop that was not worth harvesting. It is interesting to note how closely the number of plants per 1/1000 acre follows the laboratory germination.

**RECOMMENDATIONS:** The lesson to be learned from the results of this study of frosted wheat is as follows:

1. The stage of maturity of wheat at time of freezing is an important factor, but the temperature and the duration of the frost are also often important. In 1926 the low temperature and repeated freezing were very injurious to the wheat for seed.
2. Frosted wheat which shows a strong laboratory germination of 70% or more may be used safely for seed.
3. Frosted wheat which commands a low price for milling purposes may be used to advantage for seed, providing the germination test is satisfactory.
4. The seed value of frosted wheat is uncertain until a thorough laboratory germination test is made.
5. The best time to test frosted wheat for germination is during the months of February and March.

Farming is not so profitless a business as the agitators would have us believe, considering that no other business is guaranteed a profit. Forty-four per cent of the corporations sending in returns for 1927 reported no income, according to figures for that year recently made public by the Bureau of Internal Revenue. This does not mean that business is going to the dogs, for the income of money-making concerns was three and one-half times the deficits of the money-losers.





# North Dakota Farmer Grain Dealers Ass'n at Fargo

The eighteenth annual convention of the North Dakota Farmers Grain Dealers Ass'n was another record-breaker for numbers. The attendance was overwhelming, some 1,107 delegates pouring into the Registration desk the first day. A goal of 1,800 delegates was set.

In addition to the new "high" for the first day's registration, another precedent was happily broken, viz., reservations for large dinner parties which heretofore monopolized every eating house in town, to the starvation of the majority.

The 26-piece Grain Men's band, one of the outstanding features of this organization, which meets annually, "strutted their stuff." Prior to leaving the headquarters hotel, The Metro-pole, the band rendered several selections from their varied repertoire, followed by leading the parade of delegates to the Orpheum Theater, where again the air swelled with their voluminous melody. This band is one of the strong attractions of this powerful organization.

More entertainment was worked into the program this year than in some of those gone by, and perhaps happily so.

Much credit is due the Fargo people for the smooth manner in which everything came off in tip-top shape and on-time. No wants were left to be filled. Hospitality ruled the roost. Cordiality was the order of the day. The Fargo meeting will long be remembered by everyone attending.

The state compulsory storage and charging-for-storage bill, which was to be finally voted upon by the state legislators then in session at Bismarck, commanded first consideration on the program, and rightly so, considering its importance to everyone doing a grain business in the state. After prolonged discussion, an appropriate resolution expressing the convictions of the assembly was drafted and wired to Bismarck.

The North Dakota Seed Trade Ass'n, of which W. H. Magill of Fargo is president, brought their glad-tidings to the convention.

T. J. LARSON, Antelope, Mont., president of the Montana unit of the North Dakota Farmers Grain Dealers Ass'n, and Carl Hov-

land, manager of the Farmers Co-operative Elevator Co. at Hingham, Mont., walked away with the "distant-attendance" prizes.

It is possibly beyond the conception of some how a mighty multitude like this was handled; however, outside of occasional swarming to and fro, the meeting went off like clock-work.

Entertainment was again furnished gratis to delegates, the expense being borne by 22 Minneapolis grain firms, 7 coal companies, 3 elevator builders, 11 manufacturing and supply trade firms; by some 20 generous business interests of Fargo, some 6 grain and coal firms from Duluth, three supply trade firms from St. Paul, three from Grand Forks, two from Minot and Bismarck, and one each from Sheboygan, Wis., Fergus Falls, Minn., and Wilton, N. D.

Broadcasting was another feature, reminding one of the Winnipeg convention in 1925, the band, particularly, being "put on the air" over Station WDAY.

## Tuesday Morning's Session

THE FIRST Business Session opened sharply at ten at the Orpheum Theater, President A. M. Thompson of Cogswell, presiding, with some 300 present.

THE GRAINMEN'S BAND offered several lively selections, followed by the audience singing "America."

INVOCATION was tendered by Rev. W. P. Gerberding.

MAYOR J. H. DAHL welcomed the delegates to Fargo, and after expressing a hearty invitation to enjoy Fargo's hospitality, stated he believed much of the misunderstanding which had developed in the past between the grain dealers and the farmers had been cleared away by the activities of this active and strong organization.

PRESIDENT THOMPSON responded, thanking the Mayor, and introduced Sec'y "Pete" A. Lee, of Grand Forks.

JOVIAL "PETE" (please note the quotation marks) countered with the report of the two offices he holds, that of sec'y and treasurer.

## Annual Report of Sec'y Lee.

Membership: At this time we can only report 412 members in good standing.

During 1928, the North Dakota Assn. gained twenty-eight new members, 316 renewed their membership; the Montana Assn. gained seventeen new members and sixteen renewed, making a total of 376. Two companies paid membership for two years, namely the Kirby Equity Elevator Co., Juno Station, and the Buchanan Elevator Co., at Buchanan, both of whom were in arrears at time of payment of dues. This, however, is the greatest number in the history of the Assn., as in no year previous had as much money been received by the Assn. from dues. One other source of great satisfaction is the record obtained for the first twenty-three days of 1929. We received forty-one checks for renewing memberships. The Montana Assn. gained five new members during the twenty-three day period and North Dakota gained three new members.

Fidelity Bonds: In the early part of 1928 it was found necessary to sever the State Assn's connection with the New Amsterdam Casualty Co. through the Farmers' National Grain Dealers' Ass'n for fidelity bonds. This was brought about because of several cancellations of fidelity bonds on managers of the best reputation, the best of record so far as your secretary was able to ascertain.

It would appear to be a pleasant pastime on the part of certain individuals who for some reason or other conceived the notion that he would like to see a change in management in the local elevator, to convey the information to the bond company that such an individual is not a safe risk.

Inasmuch as the branch office of the New Amsterdam Casualty Co. was located in Omaha, it was not deemed advisable for your secretary to make special trips to Omaha, to learn of the reasons for cancellation, and the New Amsterdam Casualty Co. positively refused to give us any information, or any argument to support their cancellations, and it was felt that these cancellations had reached a stage where a great injustice would be done to a considerable number of trustworthy men, were we to continue our connections.

In view of this we approached the Minneapolis office of the American Surety Co. which company for the last two and one-half years have handled our warehouse bond business in a very satisfactory manner, with a view to the American taking over the fidelity bond business naturally the manager of the American Surety Co. desired information on the matter of losses sustained. We were forced to admit in going through the records, that the New Amsterdam Casualty Co. on the basis of a rate of \$3.00 per thousand, had paid more in losses in North Dakota since 1918 than their total premium receipts, to say nothing about administration expenses. When we were asked if we thought the American Surety Co. was justified in granting us the same rate per thousand that we had paid to the New Amsterdam Casualty Co., we did not have the courage to insist that they do. In discussing the rates it was finally decided that we would pay a rate of \$5.00 per thousand under the schedule bond and under practically the same arrangement as was in effect with the New Amsterdam Casualty Co.

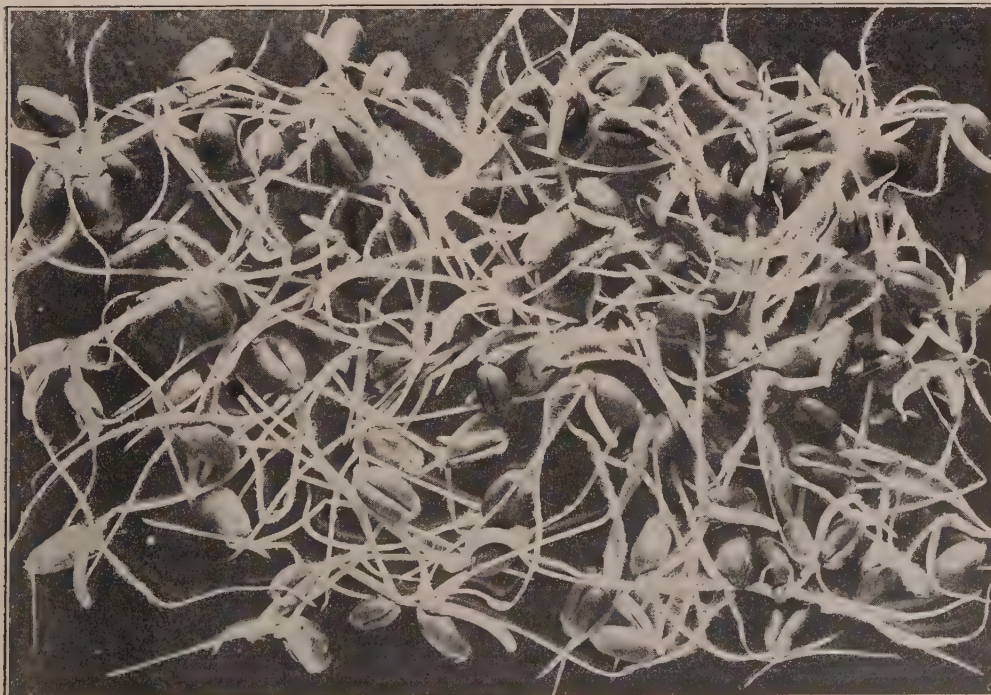
Under the former arrangement the North Dakota Ass'n derived no profit from the fidelity bond department in any way, for the reason that the commissions earned accrued to the Farmers National Grain Dealers' Ass'n and constituted our State Ass'n membership dues to the National Ass'n—the National Ass'n is supported entirely by commissions earned on fidelity bonds from this and the other eleven State Ass'ns forming the National Ass'n and workmen's compensation insurance handled through the National Ass'n. While we have taken credit for the commissions earned on our books, we have also shown where the same amount was paid to the National Ass'n as dues.

A year ago we reported 125 companies carrying a total of \$519,400 of indemnity on 141 men. In making the change only three fidelity bond accounts were lost, as at time of making this report we have 122 bond accounts covering 130 men for a total indemnity of \$553,000. In making the change, however, the State Ass'n has been enabled to pay into the National Ass'n the same amount of membership dues as in 1927 and retaining approximately \$150.00 as compensation for its work.

Our Warehouse Bond department shows a very nice increase for 1928. At the last convention we reported having handled 274 warehouse bonds with \$2,150,000 of indemnity for 244 companies. During 1928 we handled 304 bonds for 280 companies with a total indemnity of \$2,476,000.

The audit report reveals that during the year 1928, \$445.50 was spent for postage. This indicates that approximately 89,000 pieces of mail was mailed out from your Ass'n office during the year. This does not include the postage paid on the Grainmen's Mirror and business directly concerning the Mirror.

Coal Selling Agency: At the 1923 convention at Minot, N. D., the convention instructed your secretary to establish a coal selling agency with



Seed Value of Frosted Wheat.

[See facing page.]



a view towards centering coal purchases through the Ass'n in an effort to reduce the purchase price of coal through volume purchases. A sincere effort was made during 1923 and also in 1924 to secure favorable contracts, but with very negligible success. Your secretary has arrived at the conclusion that coal dock operators have a very effective organization, although we have not been able to secure any evidence that would stand in court to prove that statement, it being merely a conclusion. In the spring of 1928 the Wakenva Fuel Corporation was able to get some of this coal on the docks at Duluth and immediately thereafter the Minnesota, South Dakota and North Dakota Ass'n made similar contracts to handle Wakenva Fuel Corporation Blue Grass coal. We are not in position to report a very large volume in our report, but we did sell and pay for 872,200 pounds, in 1928, earning a profit thereon of \$87.20.

We desire that the members of the Ass'n, through their Resolutions Committee, will further instruct the officers on the question of continuing this department with a view towards either attempting to increase the lines handled, to include other commodities or merchandise, or to discontinue such attempts altogether. Your secretary does not desire to offer any recommendations, or suggestions.

**Twine:** An effort was made to handle twine a few years ago but it appeared that the product sold was not very satisfactory. Your secretary made one or two efforts in 1928 to secure contract to handle Holland twine, which now appears to be a very satisfactory twine, but the effort was not made in time to be of any material value for 1928, and consequently the matter is now held in abeyance.

**Tariff on Flax:** Among the chief activities during the past year was that of working for an increase in the tariff on flax and linseed oil. This activity was based on resolutions passed at the 1926 convention of the Ass'n at Grand Forks, N. D., when the secretary was instructed to appeal to the tariff commission for an investigation and report to the president recommending an increase of 20c per bushel. A conference was held at Fargo in the office of the Greater North Dakota Ass'n at which conference the Greater North Dakota Ass'n, The Farmers' Union, Representatives of the Agricultural College, Farmers Grain Dealers' Ass'n, and Representative Burtness participated. The conference elected to appoint a committee to work with the Agricultural College and instructed Dr. Coulter, of the College, to prepare a brief and also to appear before the tariff commission, choosing such assistance and witnesses as he might desire to attend the hearing with him. Dr. Coulter chose Mr. Thatcher of the Farmers' Union to assist him. It is felt that Dr. Coulter presented a very good brief and we are now awaiting the report of the tariff commission. Without a doubt ways and means will have to be found soon to defray at least a part of the expense of our representative at Washington.

**Claim for Storage Charges:** We report with a great deal of satisfaction the passage by both the United States Senate and House of a resolution pertaining to the claims of various farmer elevator companies and independent dealers for storage charges, etc., incurred during the way. The resolution was considerably amended in the House. The amendments, however, were concurred in by the Senate so that at the time of making this report the resolution will go to the president for his signature. It is sincerely hoped that the president will sign the resolution and that the accounting department of the Government will take immediate steps to go through the books and records of the United States Grain Corporation and ascertain the true status. While we have not seen the resolution as finally adopted we have been informed that the resolution limits the appropriation of payments to be made to the various claimants to not to exceed one million dollars, and it further limits the attorney's fees to 15 per cent of the amount collected. This Ass'n has agreed to pay 50 per cent of the amount collected in such a manner as to reimburse the Ass'n for the work and expenses incurred.

It is the opinion of the attorneys, who are engaged in this work for us, that it will be necessary for your secretary, as a direct representative of the different claimants in this state and Montana, to appear before and with the accounting department of the Government in presenting those claims.

**Incorporate Ass'n:** Your secretary recommends that steps be taken at this time to incorporate your Association as a non-profit, non-stock corporation. This for the reason that with the activities of the Ass'n extended it becomes necessary at times to borrow money and incur debts. Unless the Ass'n incorporates, the officers and directors of the Association become personally responsible for any debts that the Ass'n may incur. We would earnestly urge that your Board of Directors be instructed to sign application of the bill. Your secretary, in anticipation of favorable action on this matter, has had prepared by our counsel articles of incorporation.

**Shipper's Advisory Board:** Your president and secretary attended all of the regular meetings of the Northwest Shippers Advisory Board and

have taken an active part in the deliberations of that organization. We are happy to say that for 1929 your president, Mr. Thompson, is a member of the Executive Board of that organization.

The Farmers Grain Dealers' Ass'n of North Dakota has had a very active part not only in the organization of this Board but has also taken a very keen interest in the Board with results of incalculable benefit to the farmers and independent elevators and in fact the grain shipping public of this state. We earnestly desire a continuance of this activity on the part of your Ass'n and further, hope that as many members and grain shippers, will increase their interest in the Northwest Shippers' Advisory Board.

**Farm Storage Law:** The Legislative Assembly, now in session in Bismarck, is considering very seriously the problem of providing for a farm storage law which will enable the farmer to store his grain at home on the farm and at the same time be able to secure loans thereon at a cheaper rate of interest than is now available. We believe it is the consensus of opinion among the members of the Farmers Grain Dealers' Ass'n that a workable farm storage law should be enacted, and that all of the members are in sympathy with any movement that will tend to create a more orderly method of marketing.

The officers of your Association have not been able to devote any time or energy on this problem for very obvious reasons. We believe, however, that this convention either through the resolutions committee, or through discussion and vote of the members on the convention floor, should voice its sentiment with a view towards maintaining the present influence and usefulness of the primary marketing facilities provided by North Dakota citizens.

The 21st Legislative Assembly is also, considering two measures, both of which seek to repeal and amend certain sections of the 1927 storage law. House bill No. 5 extends the period of free storage from twenty to thirty days, but leaves the rest of the law intact. This bill, we are informed, is also acted upon by the Warehouse and Grain Grading Committee which recommends it for indefinite postponement.

House bill No. 19 proposes to extend the free storage from twenty to thirty days, reduces the amount of storage from 1/30 of a cent per bushel per day to half a cent a month and to remove the compulsory storage charge feature. At the time of writing this report we understand from Mr. A. A. Robinson, whom we sent to appear before the Committee representing the Farmers Grain Dealers' Ass'n, that the Committee at its first meeting, held Saturday evening, January 26th, to report the bill for passage, striking out that part of the bill purporting to eliminate, however, that section of the bill.

The House Committee wishes to report the bill to provide for thirty days free storage, one-half cent per month storage charges, but leave the compulsory storage charge as they now stand on our statute books.

### Shipstead Refund Bill Passed

While at the time Sec'y Lee addressed his attentive listeners, giving his opinion that the \$700,000 refund provided in the Shipstead bill would undoubtedly be passed, Congress passed this measure less than four hours later, demonstrating what uncanny influence Sec'y Lee has, even over the politicians. The ass'n has been working to further this measure, and now that the benefits derived are just in the offing, the value of organization and of real ass'n activity is realized more forcibly than ever. This bill was S. B. No. 59.

Membership was increased by 36, for a total of 415 this past year. A substantial increase in the warehouse bonding business conducted by the organization was also announced.

THE TREASURER'S REPORT showed cash on hand of \$241.79, and quick assets of \$7,135.29, a commendable record.

### State Legislative Affairs Aired

THE NORTH DAKOTA State Legislature was in session at the time of this meeting, which was perhaps diplomatically arranged beforehand. The question involved was that of changing the state compulsory storage and charging-for-storage laws, which the farmer-element of the legislature sought to over-rule with new amendments.

R. F. GUNKLEMAN, Fargo, a past president, who has been actively engaged in coping with this and other vexing problems, reported on the status of sentiments relative to House Bill No. 19. A summary of the evidence presented the com'te was briefly outlined as

given as recently as Feb. 1. The legislature proposes free storage, with the alternate option of 20 to 30 days free storage and a rate of 1/30th cent per day per bushel thereafter, with a maximum of 8½ cents a year.

In addition to the extreme costliness of carrying grain over into the second year, which practice is not unusual in North Dakota, Mr. Gunkleman proposed action be taken and the sentiments of the convention assembled wired directly to Bismarck without delay.

In the course of much interesting and revealing discussion, it developed that the sentiment of the grain dealers did not favor removing the compulsory feature of the law, for the law would then become inoperative and ineffective.

It also developed that if the "free storage" menace developed in North Dakota, as admittedly it would if the compulsory feature of the law were removed, the farmer would have to bear the burden anyhow, since the grain dealer could not pay so much for grain which he would have to store free.

On the farm was unanimously conceded the proper place to hold grain. It was also pointed out that the progress that has already been made in many sections in the matter of educating the farmer to store on the farm would immediately be wiped out with the advent of free elevator storage. Storage on the farm relieves the elevator of an unfair and improper burden, and keeps the grain out of sight where it should be kept, in the opinion of the majority present.

One of the most convincing arguments was that the country elevator operator should not take or get less for storage than what he can re-store for himself at the terminals.

Let the farmers store at the terminals, if they have no storage facilities on the farm was the war-cry raised. Then the country elevator operator will not have the hazard and expense of changing options from month to month at varying spreads, which usually results in a loss which the country grain dealer must bear.

BEN LARKIN, the Railroad Commissioner, cited that there had been very little complaint against the law as it stood.

It was also cited that the state legislature will not give everything asked for, so a resolution demanding the law remain unchanged—including the present compulsory feature and charges, encouraging farm storage, was drafted and adopted, to wit:

Fargo, N. Dak., Feb. 5, 1929.

House of Representatives,  
Bismarck, N. Dak.

Four hundred fifteen farmers elevator companies and dealer members of the Farmers Grain Dealers Ass'n of the state of North Dakota, representing forty thousand farmer stockholders in convention assembled at Fargo, February 5, 1929, do hereby resolve that we protest vigorously against the adoption of Bill 19 or any other bill that provides for the removal of the compulsory storage clause of the present law, or lowers the rates of the present storage rates on grain.

EX-PRES. GUNKLEMAN, sec'y of the Fargo Chamber of Commerce, among all his other various and sundry interests, wished the convention God-speed and joy on the part of the Chamber, and announced the entertainment program for the afternoon, the evening, and the following evening.

Therewith the meeting adjourned for luncheon, special attention being stressed on registering and viewing the exhibits.

### Tuesday Afternoon Session

The second business session was promptly called to order at two, in the Orpheum Theatre, with 450 present.

A half-dozen tuneful melodies by the Grain Men's Band was first on the program, and were so loudly applauded that particularly the drummer had a difficult time beating it.

REV. O. INGOLDSTAD, Grand Forks, followed with an inspirational address on a "Hole in the Wall," which dwelt on having vision, seeing and seizing opportunities, having



faith in one's fellowman, having ideals, stability, etc.

The "Blue Bird" of Happiness is to be found in your own backyard. Find fellowship where you thought there was enmity; find love where you thought there was hate; find romance in your business and all will go well.

Even though a preacher, he recognized the power of the law of supply and demand, and pleaded for broader recognition on the part of all.

A TWO-HOUR trip through the Fairmount Creamery plant followed.

COMITE APPOINTMENTS resulted in the following:

Credentials: W. P. Vincent, Fortuna, chairman; W. L. Noyes, Starkweather; and Theo. Dietrick, Mandan.

Resolutions: C. B. Pritchard, Gardner, chairman; Geo. M. Bresnahan, Castleton; G. Beighle, Sawyer; Walter Reed, Fargo; and S. E. Buchanan of Buchanan.

With another announcement regarding registering and the displays at the Auditorium, the second business session adjourned.

## Tuesday Evening Theater Party

The Little Country Theater Players of the North Dakota Agricultural College, located at Fargo, presented David Harum, a comedy in three acts, at the Orpheum. One's registration badge served as a ticket to this entertaining event, as to all others.

## Managers Discuss Problems

The third business session, Manager's Day, was called to order in the Orpheum at 10 o'clock Wednesday morning, L. S. Burgum of Arthur presiding. Approximately 600 were present.

The Grainmen's Band, now swelled to 30 pieces, performed to perfection, after having its picture taken.

The paramount position and importance of the manager was humorously emphasized. Admittedly, without an efficient and experienced elevator manager, any board of directors is superfluous, for it is the manager who actually operates the elevator, who makes the dividends possible, and who builds business and patronage.

Attention at this session was keen. Discussions were thorough and revealing. The day was decidedly profitable to all.

After some story-telling the program progressed.

## HANDLING COMBINE THRESHED GRAIN TO BEST ADVANTAGE

E. E. ROBIDEAUX, Parshall, N. D.: The proper way to cure grain is in the straw. I would like to see the methods in vogue in grandfather's day resorted to today, but that is highly improbable, for the farmers must keep abreast with the times.

On the 400,000 acres cultivated in the Parshall territory we had 75 combines at work.

Wet wheat menace first troubled us in 1926. Swapping dollars with farmers for wet wheat cost us \$1,000 or more. That was obviously unprofitable.

Foul, damp seeds caused heating in 24 hours, so the problem arose on separating and cleaning. Most foul seeds we sent to the dump ground.

To combat this loss on handling wet grain we had the Hickok Construction Co. install a \$3,000 O. W. Randolph Drier (250 bushels hourly) and it is a dandy and does the work splendidly.

Moisture was reduced thereafter from 17 to 13.5%, raising grade from sample to No. 1, adding to the weight and protein percentage.

Weed seeds are preserved and we now sack and ship screenings.

Our drier has attracted a great deal of business, and today we're glad to receive damp grain, whereas we use to hate to take it in.

Discounts we deduct are: 5c for the first percent of moisture, and 2c for each additional percent. We have to levy this schedule of dis-

counts because there is so much waste or weed seeds, and because we have to pay good dollars for water.

So the farmer loses by combining by only getting sample grade prices in a wet year, and loses in time lost—since he can only combine profitably a small part of the day.

Shrinkage in bushels from drying is made up in higher grades received.

Farmers should thresh in afternoon and evening to get best returns from using combine.

The combine is here to stay. A drier is a good investment.

ROBERT BLACK, U. S. Department of Agriculture: This combine has caused about as much trouble in the Department of Agriculture as it has with the elevators.

The advantage of using a combine is in reduced threshing costs, labor, meals, etc.

The moisture in weeds in early morning and early season combine-cut wheat is much higher and reduces grade of wheat when tested for moisture. Green weed seeds and green wheat introduce an additional hazard.

The wind-rower has a place where there are a large amount of weeds.

If I had a drier and a cleaner in a country elevator I would buy wet, weedy grain. Otherwise my competitor could have it. Combines function splendidly on flax. The life of the average combine is around 8 years.

The North Dakota College has just issued a bulletin on combines which it would be well to be posted on. Further bulletins are forthcoming.

The U. S. Dept. of Agr. will also have some worth-while information on combining grain and handling.

The discussion that followed indicated that where the grain dealer educates his farmers on the proper handling of combined grain much trouble is avoided.

A moisture tester was granted a necessity.

## Handling Peak Movement Grain

P. P. COLEMAN, Minneapolis, sec'y of the Northwest Shippers Advisory Board, reviewed car-supply conditions and its effect upon the farmers previous to the organization of the Shippers Advisory Board, late in 1922. He said:

In November of 1922 there were 700 blocked elevators in the Northwest. This extensive blockage was broken in 20 days and all elevators got relief within 40 days.

Railroad equipment was increased, and in 1923 not more than 60% of this equipment was called into use.

A grain terminal com'ite was organized in 1924 to foresee necessary car supplies and approaching shortages. Complaints naturally dwindled to inconsequential proportions.

Embargoes placed at terminals were met with tolerance on the part of shippers. Embargoes always result in a "buyers' market, detrimental to country grain shippers' interests.

Three days for unloading are required at terminals. This increases the delay in furnishing cars to the shipper, though this delay seems necessary to keep terminal elevators operating efficiently. When terminal elevators are not run 100% efficient country shippers suffer.

Larger storage at country points is a coming necessity, something which cannot possibly be avoided in coming years. Bigger and better elevators are inevitable.

Farm storage is economical but not widespread.

Truck hauling has increased early receipts at country points and truck hauling is here to stay.

Combined grain has revolutionized the grain transportation problem. A tremendous volume of shipments are now handled in about half the time formerly taken. This has increased the railroad's problem, as well as the grain dealer's problem. The heating of combined grain has also added to everyone's problem.

First-class service is only available through the co-operation of everyone affected, and grain dealers surely know how to co-operate.

## Wednesday Afternoon Session

The fourth business session opened with another satisfying medley by the Grainmen's Band. By this time 1,252 had registered.

Mr. Burgum presided at this session, which

was a continuation from the forenoon session, and devoted to Managers. Approximately 700 were present.

## Results Obtained in Reflecting Protein Values

DR. BENTON, of the State College of Agriculture, told of the protein premium-reflecting conferences held throughout the state last year. Sentiments of the College relative to combines were also voiced.

Dr. Benton then delved into his participation in pending legislation at Washington, covering the Burtess Bill providing the licensing of protein laboratories.

An increase in the 42 cent wheat tariff of 3 cents per half per cent of protein content over 11 per cent is being proposed.

No change was advocated on milling-in-bond. Much discussion followed.

R. L. GUNKLEMAN, Fargo, on "Reflecting Protein Premiums Back to Farmers," stated protein was uniformly low in the Red River valley.

Reflecting premiums back 100% will result in a loss. The sanest mode is to reflect a certain percentage, usually around 75% of the average content.

A safe margin for the hazard taken by the grain dealer is essential. An allowance must be made for getting a lower protein test on the carload than on the sample—where the elevator pays for protein on the basis prevalent the day the farmer sells.

Daily variations in the premiums paid at terminals based on changing daily market conditions is also a hazard on which the grain dealer must protect himself where the farmer gets the current day's premium when he sells.

Paying a protein premium on wheat stored is an additional risk on which the grain dealer must hedge by taking an additional margin.

Much discussion arose, with the resulting consensus of opinion that 50% protein premiums were considered ample reflection to protect the grain dealer.

Paying premiums was practiced by about 50 managers present, a canvas disclosed. Likewise, in most instances, farmers were paid the day's premium the day the grain was sold.

## REDUCING ELECTRIC POWER COSTS.

A. L. KING, Fargo, of the Northern States Power Co., satisfactorily explained why power costs are so high.

The safety factor, as well as the convenience, makes electricity most attractive.

Use power to greatest advantage in slack seasons, as the minimum charge will rarely be exceeded anyhow. Turn your grain, offer reduced grinding charges, or whatnot, to attract greater profit on fixed charges, he advised.

## INSTALLING ANTIFRICTION BEARINGS TO SAVE POWER

Mr. Burgum reported a satisfying power costs savings by the installation of ball and roller bearings, and urgently recommended every manager investigate the savings to be earned thereby.

## HANDLING COAL FOR CASH

Concededly, Coal is Cash as often as grain dealers can get the cash, but that is where the hitch is. Getting notes or holding currently dated checks for sufficient funds is not exactly cash, and does not build lasting business, it was agreed.

## REDUCE FARM MORTGAGES.

A strong plea was made to educate the farmer to reduce the rapidly increasing farm mortgages.

## GRAIN DEALERS BROADCAST OVER WDAY.

In groups of 50, the convention adjourned to the studio of Station WDAY, to say a few words to the listening home-folks.

To the remaining group A. F. Nelson, sec'y of the Minnesota Farmers Grain Dealers Ass'n, invited his listeners to the annual convention



of his organization in Minneapolis, Feb. 19-21.  
DISTRICT MANAGERS' MEETINGS  
ASKED.

Sec'y Lee received a splendid reception on the proposal that district meetings be held prior to harvest throughout the state, particularly so in face of the pending storage law which will then be in effect and which Sec'y Lee will then be able to explain for managers.

#### STORAGE LAW WRONG.

A detailed discourse on the loss grain dealers take on storing grain received a sympathetic response.

Sec'y Lee next read a letter from a legislator asking for figures on storing costs, which the state body seeks to reduce from ten to eight cents a bushel a year, instead of about 15 cents.

Some legislators cannot read or write, it was said, but action was not taken on the proposal of appointing a com'te to furnish elevator storing costs, as Mr. Gunkleman stated the Federal Trade Commission's survey was in the hands of the proper com'te.

COAL HANDLING by the ass'n, which Sec'y Lee reports has only met with moderate success until this last year, was recommended continued.

#### Wednesday Evening Stag

The Fargo entertainment com'te outdid anything ever prepared for the pleasure of North Dakota grain dealers.

The Elks' Club was the scene of continuous hilarity. A sumptuous "Dutch Lunch" was served in "help-yourself" cafeteria style, and everyone had "plenty" to eat and drink. All kinds of meat and cheese were served, spaghetti, potato salad, hot coffee and kegged malt. If anyone went hungry it was only their own fault.

A lively dance orchestra successfully drowned out the inhaling of both liquors.

Dance and song features rivaled anything produced in the Twin Cities and were highly applauded, these numbers lasting until nine thirty.

The North Dakota convention, despite the 1,458 registered at five o'clock Wednesday afternoon, is a pleasure to everyone to attend, perhaps because of the ability of quick comprehension, of the optimistic and jovial attitude expressed on every hand. Thus this spirit mingled with the "snappy" program on this 15 below zero night made the affair a gala occasion which will long be remembered by everyone attending. Good fellowship was the order of the evening.

The ladies were entertained at a banquet at the same hour.

From 9:15 to 10 the Grainmen's Band broadcasted over WDAY.

AL JOLSON in the "Singing Fool," a talking-movie, was shown in a two-hour program starting at 11 p. m. at the Fargo Theater.

#### Thursday Morning Session

The fifth business session succeeded in opening on time, despite the late hour (1:30 A.M.). The midnight talking movie, Al Jolson in the "Singing Fool," let the grain dealers start to their respective hotels to retire, and despite the 26 degrees below zero.

The Grainmen's Band did its stuff admirably playing for about 20 minutes and until the Orpheum was filled.

Pres. Thompson presided.

#### PURE SEED PROGRAM.

R. E. GROOM, speaking in behalf of the Greater North Dakota Ass'n, of which the North Dakota Seed Trade Ass'n is an active member, reviewed the activities of the Agricultural Com'te, which is quoted elsewhere in this number.

#### THE ELEVATOR MANAGER AND CROP IMPROVEMENT.

L. H. SUMNER, Executive Sec'y of the Northwest Crop Improvement Ass'n, addressed the audience on "The Elevator Manager and

Crop Improvement," which is published elsewhere in this number.

#### ELECTION OF DIRECTORS.

The election of directors, which preceded adjournment for luncheon, resulted in the selection of L. S. Burgum, Arthur; Archie Drummond, Oberon; Sever Saine, Minot; and R. L. Gunkleman, Fargo, director at large.

#### THURSDAY AFTERNOON SESSION.

The band started the program "on-time" as usual.

W. P. CARROLL, Chicago, Federal Grain Supervision Department, spoke on the history and development of the department.

#### Lincoln's Bodyguard Member Speaks.

SMITH STIMMEL, Fargo, the only living member of President Abraham Lincoln's bodyguard, reiterated a vividly descriptive story of the martyred president during the Civil War. Col. Stimmel is remarkably active and vigorous for his age, a rapid and interesting speaker. His story was full of action, daring and adventure.

THEO. FREDRICKSON, Kirkhoven, Minn., president of the Minnesota Grain Dealers Ass'n, invited all North Dakota, Montana and South Dakota Grain Dealers to Minneapolis, Feb. 19-21, when his organization holds its annual convention.

FRANK BELL, general manager of the Great Northern Railroad, congratulated the ass'n on its accomplishments under the capable leadership of Sec'y Lee.

#### Resolutions Adopted.

SEC'Y LEE next read the following resolutions, which were adopted:

##### Will Continue Work for Higher Tariff.

WHEREAS, the officers of the Farmers Grain Dealers Ass'n have cooperated with other agencies in attempting to secure a higher tariff on farm products, be it

RESOLVED, that we favor a continuance of this worth while attempt and hereby instruct our officers to continue their efforts to secure an adequate tariff on farm products that are now being imported to this country to the detriment of our markets on such products and which has in the past tended to reduce the price of the products so affected.

##### Better Seed Grain.

WHEREAS, the Greater North Dakota Ass'n, the N. W. Crop Improvement Ass'n and the State College of Agriculture have put on a campaign for better seed grain, be it

RESOLVED, that we highly commend these organizations for their splendid work along this line and pledge our cooperation.

##### Oppose Change in State Storage Law.

WHEREAS, there have been introduced into the North Dakota Legislature now in session certain bills tending to change the existing storage law,

WHEREAS, the present rate is not adequate to cover cost of storing grain in an elevator, be it

RESOLVED, that this Ass'n, in Convention assembled, unanimously opposes any change in the present law.

##### Ask Repeal of Future Trading Tax.

WHEREAS, there is now a tax on future trading, be it

RESOLVED, that we call the attention of our Representatives and Senators from North Dakota to this tax, asking its repeal, as such a tax must be taken care of by the producer. Ask Single Inspection in Minnesota Terminals.

WHEREAS, under present marketing practices a percentage of all grain shipped from North Dakota to the Terminals of Minneapolis and Duluth is held at diversion points and inspected by the Minnesota State Inspection Department in one of the primary Terminal markets, be it

RESOLVED, that we favor a single inspection on all cars regardless of the Terminal to which they are consigned for unloading, and respectfully petition the Minnesota State Inspection Department to change or amend their regulations to the effect that one inspection may follow such grain, providing same is found to be in marketable condition at its final destination. It, of course, being understood that such final destination is within the jurisdiction of the Minnesota Inspection Department.

##### Favor Deepening Waterways.

WHEREAS, it has been clearly demon-

strated that waterways afford cheaper transportation than railroads, be it

RESOLVED, that we favor and go on record as earnestly requesting the deepening of the Mississippi River as well as the construction of the Great Lakes-St. Lawrence waterway, thereby bringing the consuming markets closer to this area.

##### Value of Protein.

WHEREAS, there appears to be considerable confusion in the minds of the producers of grain as well as buyers of grain on the value of the respective qualities of protein, be it

RESOLVED, that we favor a publicity campaign to educate all concerned with this very vital question.

##### District Meeting.

WHEREAS, the district meetings, held in 1928 particularly appeared to be very well attended and were productive of beneficial results, be it

RESOLVED, that we go on record in favor of a continuation of the district meetings.

##### Exhibits.

WHEREAS, the exhibits shown at the Auditorium have had great educational values, be it

RESOLVED, that we compliment the various firms that have gone to the expense of providing this particular feature.

WHEREAS, the Northwest Shippers Advisory Board have in the past six years performed a miraculous service in improving transportation conditions, be it

RESOLVED, that we extend our appreciation of the results obtained by this Board.

##### Thanks.

WHEREAS, the Fargo Chamber of Commerce has cooperated with this organization in every way to help make this Convention a pleasant and profitable one, be it

RESOLVED, that we pass a vote of thanks to that organization and its officers,

WHEREAS, the famous Grain Men's Band, the Commission men operating the Terminal markets, the exhibitors and all others contributing to the entertainment of Convention delegates have helped to make this Convention a pleasurable one, be it

RESOLVED, that we extend our vote of thanks for entertainment furnished.

WHEREAS, Prof. A. G. Arvold of the State College of Agriculture, the founder of the little Country Theater, together with his assistants, so ably put on the play known as "David Harum" for the entertainment of this Convention, be it

RESOLVED, that we extend our vote of thanks to Prof. Arvold and his assistants.

H. R. FREITAG, Max, took the chair during the course of the Board of Directors' meeting, announcing that grain dealers could again broadcast messages to the folks back home.

#### GRAIN STANDARDS ATTACKED.

MR. ANDERSON, a retired grain dealer of Minnesota, bitterly attacked the Grand Standards Act and the present system of grading.

Some cars of grain are sold by sample, he claimed, and some by grade. This gives rise to discrimination.

After delving into minute technicalities for some time, Mr. Carroll answered his charges, stating the line between grades had to be drawn somewhere. This discussion between various interests waxed on for some time, dealing more or less with generalities. While it was not stated in so many words, some seemed to feel that if the grain was not given a numerical grade and only the qualities set forth by the inspectors that a better price would be paid.

#### OFFICERS ELECTED.

The Board of Directors, composed of the four newly appointed directors and the nine hold-over directors, conferred in the meantime on a number of matters of import, including the election of officers, which resulted in the selection of last year's heads, who are: A. M. Thompson, Cogswell, president; Sever Soine, Minot, vice pres., and P. A. Lee, Grand Forks, Sec'y-Treasurer.

#### Dance Waxes Warm.

The Elks Temple was decorated in festive array for the last ensemble feature of the three-day gathering. The music for the dance, which was scheduled for nine, was forced to start their close harmony much earlier on de-



mand of the crowd which gathered real early. In addition to the 200 wives and sweethearts, the Fargo Business Woman's Ass'n attended the dance en masse adorned with big red roses. Despite the 19½ below zero temperature outside, that inside arose to fever heat of around 106 degrees.

The dance waxed fast and furious, with specialties of the Rye Waltz, Schottische, the Square Dance, etc. Fargo girls certainly received an education in more kinds and styles of dancing than they ever heard of before, which materially added to the joyous occasion. Colored caps, cider, horns, whistles, rattles, and every other variety of favors, entertainment and noise-makers were distributed among the 1,500 dancers to stimulate the merriment. The occasion was an overwhelming success.

It was with great strength of will that many caught their train out of Fargo that early morning when the festivities were still waxing hot.

## NOTES.

Total registration was 1,703.

JOHN HOGENSON of the Hogenson Construction Co. attended.

THE ALLIS-CHALMERS CO. was ably represented by N. G. Holton.

THE JAY BEE HAMMER MILL was verbally described by A. E. Thompson and H. H. Husby.

THE MILL MUTUALS were represented by M. B. Parsons and Gordon Evans. Mr. Parsons assisted with the registration.

THE LADIES, bless 'em, numbered 179. They got their turn to rule the roost at the special banquet tendered them Wednesday evening, and 'tis said they got enough talking in at that time to satisfy them for being outnumbered.

GRAND FORKS in 1930 will welcome the 19th annual convention. That spells a trip to Winnipeg. Maybe by that time the convention will be held during warmer months, for this 26 below temperature might indicate 50 below at Winnipeg. Br-r-r-r!

A REGISTRATION FEE of about \$2 a head was agreed a fairer mode of levying the burden of entertainment than as at present. Andy Lee stated the commission houses donated \$2,000 and the Fargo Chamber of Commerce about \$500. Pete Lee has agreed to take the matter under advisement, which will unquestionably mean this proposed registration fee will be inaugurated in 1930.

## Displays at Auditorium

The Fargo Auditorium was convenient from all points where grain dealers stopped. Registration was conducted amid the mechanical exhibits, which clever arrangement added to everyone's prosperity.

The large, well heated building was elaborately decorated, quite fitting for the occasion of the largest convention ever to come to Fargo. A 7-piece orchestra furnished continuous music.

Convention announcements aided in making the following displays effective:

A GERBER DOUBLE SPOUT DISTRIBUTOR was on exhibit.

AN UMBRETT DISTRIBUTOR was displayed by Emil Umbreit.

THE STATE MILL & ELEVATOR held "open house" at the Waldorf Hotel.

HOOVER & ALLISON TWINE was on display, in charge of L. L. Beckwith.

P. O. PETERSON exhibited various varieties of corn and certified Grimm alfalfa.

REGISTRATION was in charge of B. A. Parsons of the Mill Mutuals Agency.

LINK MFG. CO. demonstrated a Liberty Grain Blower and an Easy Hammer Grinder.

GOLDBERG SEED & FEED CO. displayed a line of seeds handled in charge of Max Goldberg, A. H. Lindblad and M. S. Smith.

THE NORTHWEST Seed Growers Ass'n displayed Prof. Bolley's new variety of flax, in charge of E. G. Rooth and H. A. Nelson.

MINNEAPOLIS AND DULUTH markets were given by wire through the courtesy of the Interstate Grain & Seed Co. and the Nelson Grain Co.

A DIAMOND HULLER ATTRITION MILL held a commanding position in the large hall. T. B. McLaughlin explained its operation and distributed notebooks.

THE RICHARDSON SCALE CO., manufacturers of automatic scales, were effectively represented in a booth close to elevator contractors, by "Billy" McCrum.

VICTOR LUNDEEN CO. passed out clever convention cards, in addition to showing its line of calendars and elevator office supplies. Len Hatch attended the display.

A BAUER BROS. HAMMER MILL was opened up for inspection and thoroughly explained by N. M. Neilson. Literature describing the work of this mill was passed out.

SPROUT-WALDRON was well represented by A. C. Vollbrecht. Their booth was filled with large views of their attrition mill, and tables laden with descriptive literature.

A WINTERS HEAD DRIVE model was on exhibit, opened at strategic points to permit better understanding of the design and principle upon which it is built. Happy Andy Rothgarn was in charge.

A NEW WINTER'S DISTRIBUTOR made the second display featured by the Clow-Winter Mfg. Co. The distributor is arranged to rotate on a circular track and is equipped with a self-adjusting compensating leg.

MAGIC DUMPS and a Miracle Ace Hammer Mill No. 3 were effectively displayed by Oliver Stroman, E. J. Whitford and Geo. Eby, mgr. This unit is operated by a 40 h.p. Fairbanks-Morse totally enclosed, dust-proof motor.

TRI-STATE LABORATORY set up a complete laboratory for the scrutiny of the trade. Protein tests and other analyses were made to the satisfaction of all surprised onlookers. J. A. Bolten made the tests and explained the various processes.

A LANG FLAX DOCKAGE TESTER, the most widely used machine of this type, was shown in operation by R. M. Lang. The prize souvenir of the convention, the "Little Brown Jug," a musical container, was distributed as a premium on all orders.

PLYMOUTH "RED TOP" TWINE was prominently displayed in the booth of Lindsay Bros. Co. The booth was artistically arranged to carry out the "Red Top" theme. Rockola Grain Smut Treaters were also on exhibit. Charles Nesbitt represented the company.

INTERSTATE SEED & GRAIN CO., which Ex-Pres. R. F. Gunkleman heads, decorated its attractive booth in red and green. Exhibits included some of the more important preferred seeds merchandised by this company. J. W. Cohen and H. E. Olson attended the seed display.

A HINCKLEY HEAD DRIVE, Hyatt Bearing Equipped, was in full operation for the inspection of the many visitors who hovered around this booth. "Bill" Hinckley of the Link-Belt Supply Co., with assistants, attended the display and elucidated the finer points of this modern machine.

R. R. HOWELL & CO. displayed an American Motor in a glass cage filled with sawdust, showing the totally-enclosed type motor is not affected by grain dust. Attended by Emil and Albert Frederickson and L. B. Feldman. A Howell automatic shift for a dump and a Howell spout holder were also displayed.

FAIRBANKS-MORSE & CO. exhibited its new, approved, dust-proof, totally-enclosed, self-ventilated grain elevator type motors and a new type low-cost diesel engine which is also particularly adapted to grain elevator utilization. Walter A. Bellis, C. D. Morton and J. K. Kolo interested many delegates in the products.

THE STRONG-SCOTT MFG. CO. displayed one of its new, improved S-S Manlifts and its new elevator head drive with improved backstop. A unique display of Superior D-P elevator buckets, designed to give greater handling capacity to leg belts, was also exhibited. C. W. Gemlo and W. S. Sewall attended the effective outlay.

HICKOK CONSTRUCTION CO. filled their booth with a large, attractive display of the elevator they recently completed across the line at Moorhead, Minn. Latest building ideas were incorporated in photographs shown interested grain dealers. George Hull and E. E. "Jack" Frost answered all riddles. Blotters were distributed.

TWIN CITY SEPARATOR CO. operated one of its No. 3 machines in the plant of the Fargo Milling Co. In addition, a No. 2 Upright and a No. 2 Cloverleaf model were "broken-down" to permit the closest inspection. John Groseth, Ed. Shatz, Ralph M. Rowe, V. L. Oliver and Victor Olson attended the exhibits and answered many questions.

A WESTINGHOUSE fan-cooled, totally enclosed 5 h.p. motor particularly adapted to grain elevator use, was displayed by the Great Northern Electric Appliance Co., along with a remote control starter which was equipped with an overload heater and a low voltage or phase-failure release. Vern Hoar represented the Fargo distributor, and L. A. Myran represented the Westinghouse company.

GENERAL ELECTRIC 3-phase and single phase, totally-enclosed, fan-cooled motors were advantageously exhibited by the company's representative, H. H. Van Ornum. A magnetic motor-starter and an indicating amplifier for particular use with attrition and hammer mill motors, were displayed. These two motors are included in the new approved line recently brought out by the General Electric company.

T. E. IBBERSON CO. filled its large booth with three prize winners, viz., Fred Holtby, C. G. Kiffe and Chas. P. Dressell. Photos of "better elevators built by Ibberson" were exhibited. Snapper-jacks were liberally distributed. Everyone is tremendously interested in "efficient-operation," a feature of "Ibberson-Built Elevators," as was demonstrated by floor plans, cross-sections, etc., shown interested grain dealers.

THE FARGO SEED HOUSE, also known as Magill & Co., displayed a smut treater, a dust treatment process, a full line of seeds, inoculants, and a moving picture showing the advantage of using inoculants. E. F. Rustad, B. A. Bole and J. J. Phelin attended the display. Oscar Kjolrie and the Magill brothers were plenty busy with annoying details of the convention to permit their spending any of their valuable time with the display.

THE CARTER-MAYHEW exhibit held a commanding position among displays, being the first just inside the entrance. This, too, was the largest display on the floor and the largest display ever shown outside of its factory. Three machines were exhibited, including the Big Four, Big Three and a farm machine. The Big Three was running idle, and the farm machine was running on a very dirty mixture of water, grass, pigeon grass, mustard, buckwheat, wild oats and flax to show what the larger machines can do in reducing these dockages in flax on a commercial basis. J. A. McNamee, Minot, was in charge of the exhibit, assisted by F. M. Schulz of Fargo, C. C. St. Cyr of Bismarck, A. W. Erickson of Minneapolis, and W. G. Strutt, assistant chief engineer in charge of country elevator installations. Ed. Miller of the Hart-Carter Engineering Department and Victor Olson awaited queries on installation work, etc.

## In Attendance.

**SOUTH DAKOTA SHIPPERS INCLUDED:** R. Parrott, Pollack; F. A. Vankirk, Craven; and Otis Bryant, Pollock.

**MONTANA SHIPPERS INCLUDED:** James Hayes, Richey; Frank Bannister, Wolf Point; H. B. Hanson, Wibaux; A. S. Gandland, Selby; J. E. Geiszler, Antelope; and Karl Hovland, Hingham.

**MINNESOTA SHIPPERS PRESENT** included: R. M. Lang, Hoffman; M. S. Smith, Moorhead; A. H. Myster, Warren; Carl V. Johnson, Rothsay; H. Oslype, Stephens; J. H. Feick, Angus; Fred Hemmer, Hastings; Geo. M. Scott, Middle River; T. M. Comer, Rustad; J. W. Comer, Comstock; Earl Basford, Averil; Lars Hilden, East Grand Forks; Theo Hammar, Hitteldahl; O. L. Sondral, Kragnes; Erik Lingass, Lawndale; Olaf Olson, Waubun; A. W. Engelstad, Baker; Theo. N. Olson, Thief River Falls; John Olson, Lake Park; G. H. Floan, Fertile; M. A. Larson, Perley; W. E. Heathcote, Breckenridge; W. O. Winge, Wheaton; Leo Kieselbach, Barnesville; J. A. Fossen, Lancaster; J. J. McIntyre, Campbell; A. F. Leppl, Kent.

**MINNEAPOLIS AND DULUTH** sent: R. L. Remund, F. A. Hallett Jr., C. J. Johnson, N. R. Underwood, M. E. Coffey and G. M. Buswell, all of Hallet & Carey Co.; C. C. Weides and A. Henningson, McCaul-Dinsmore Co.; H. A. Jurgens, M. J. Cullen, G. P. Meyer, and J. M. Fraser, Quinn-Shepherdson Co.; H. H. Sands and R. M. Davies, F. M. Davies Co.; O. W. Dilling, J. L. Kilion, Howard King, Jack Brady, F. D. Gilkey, C. C. Baker and E. J. Land, Van Dusen-Harrington Co.; Jack Johnson and Frank Getchell, Getchell-Tanton Co.; J. L. Barney, "Spud" Drummond and F. A. Hubbs, Bartlett-Frazier Co.; Alfred Kiball, F. W. Drumm and E. O. Borg, Cargill Commission Co.; Bill Cummings, M. O. Jacobs, T. F. C. H. and Vern McCarthy, and M. Leo Barrett, McCarthy Bros. Co.; E. H. Woodruff, Maurice Jones, John Tompt, N. E. Gold, B. F. Benson and W. E. Dinham, Benson-Quinn Co.; Andy Lee, C. Hastings and E. W. Dittes, W. C. Mitchell Co.; Jack Lundgren, H. T. Van Every, E. J. McGlen, A. R. Thompson and E. P. Woodworth, Woodworth Elevator Co. and E. S. Woodworth & Co.; and others.

**NORTH DAKOTA SHIPPERS INCLUDED:** E. E. Robideaux, Parshall; E. L. Marsh, Killdeer; F. A. McGregor and H. J. Arnold, Stanley; George Smith, Flaxton; T. Dieterick, Mandan; C. M. Larson, Coulee; Louis Waag, Petersburg; H. J. Loudon, Agate; Jas. Snider, Cleveland; M. E. Poyzer, Lisbon; O. A. Erickson, Josephine; L. E. Heaton, McKenzie; P. H. Raugust, Pickardville; Ludwig Larson, La Moure; H. M. Bassett, Carbury; H. B. Hoy, Starkweather; Glenn Parkins, Loma; M. Arneson and Homer Kanuss, Fairdale; C. W. Parsons, Regan; C. B. Enright, Straubville; Val C. Gores, Bisbee; Geo. Finneman, Martin; H. E. Feir, Walcott; L. W. Weston, Cando; P. P. Cowan, Crocus; E. S. Curry, Medina; Paul



Anderson, Grafton; S. B. Dyrstad, Sterling; C. A. Aafedt, Berwick; G. E. and Albert Dunnell, Spiritwood; G. H. Bristol, Clifford; W. L. Noyes, Starkweather; J. C. Morse, Souris; J. F. Steiner, Willow City; P. W. Schilling, Gronna; John T. Payne, Hallday; Geo. Gackle, and V. T. Steen, Kulm; C. W. Jenner, Gackle; Paul Paulson, Carpio; Alfred Rygg, Clifford; N. J. Semmens, Luverne; H. O. Jenny, Oakes; R. N. Haugen, Ryder; C. L. Thompson, Warwick; J. A. Semmens, Karnak; F. H. Dunham, Hamburg; G. H. Johnson, Adrian; Gust Swedlund, Powers Lake; Clarence Swedlund, Lunds Valley; John Hotten, Wales; T. L. McCormick, McHenry; A. I. Sharpe, Glenfield; J. P. Peterson, Berea; Louis Enger, Minot; N. J. Rodenberg, Kelso; L. W. Weber, Havanna; A. Erickson, Cathay; A. W. Hoffmeyer, Rolla; O. M. Heath, McHenry; Bert Amdahl, Carpio; W. J. Robinson, Manvel; Gabriel Sharpe, Shepherd; W. B. Bang, McCanna; A. L. Tannis, Columbus; A. V. Darling, Grandin; C. I. Johnston, Bowdon; Chas. Tenneson, Mortimer; H. M. Tenneson, Pillsbury; J. B. Woychik, Clementsville; J. E. Russell, Havanna; W. G. Steward, Southam; A. H. Maides, Ray; C. J. Thoreson, York; P. A. Frederickson, Walcott; A. J. Piers, Braddock; Frank Cormick, Grandin; P. E. Linguist, Watford City; G. E. Almy, Noonan; A. A. Robinson, Minot; T. J. Cocking, Fife; D. E. Jones, Sheldon; D. W. Sparrow, Portland; Sig. Holmberg, Falkirk; Orel Boyum, Brocket; P. E. Golding, and O. M. Eidem, Edmore; M. B. Skappel, Wellsburg; Henry Kruegger, Anselm; Lawrence Bennett, Robinson; Gordon Tollefson, Easby; M. J. Rasmussen, Osnabrock; W. L. Wandeke, Coopers-town; A. F. Olson, McGregor; M. J. Moe, Hugh McGillevray, and Fred Erslinger, Dickinson; Alex Fisher, South Heart; A. L. Triebold, Valley City; E. R. Fude, Orr; C. W. Martin, Wolford; John Gress, Golden Valley; F. J. Miemiets, Jamestown; W. E. Chapman, Ambrose; Julius Johnson, Battleville; Melvin Peterson, Warwick; O. V. Lundberg, Adams; Adam Berger, Glen Ullin; J. S. Bigelow, Pleasant Lake; H. N. Christianson, Galchutt; W. H. Cameron, Bel-field; Henry Hennix, Niobe; N. J. Henner, Glover; L. M. Neville, Rhame; W. A. Bokovoy, Kief; Alex Harchanko, Benedict; T. Thronson, Ross; Gilbert Elliott, Leonard; Gust Grosz and C. Wolf Jr., Fredonia; C. H. Raney, Antler; Carl A. Hilde, Adams; J. W. Brenner, Wind-sar; Fred Drummond, Oberon; R. D. Knudson, Buchanan; R. O. Torgerson, Parshall; A. J. Scheer, Rock Lake; J. L. S. Thompson, Valley City; C. B. Pritchard, Gardner; Bernard Johnson, Thompson; H. E. Tingdahl, Montpelier; Robt. Clammer, Genoa; H. W. Reynolds, Gardner; Alfred Alfson, Williston; J. G. Duffy, Col-gan; H. R. Nicholson, Petersburg; Chas. Torgerson, Fillmore; H. B. Highum, Michigan; Matt Bayer, Regent; E. W. Nelson, Clyde; L. D. Davison, Wolford; J. E. Law, Ayr; August Wahl, Harvey; R. V. Davis, Beach; W. H. Sparrow, Berthold; David Coutts, Des Lacs; G. M. Schuler, Hebron; Fred C. Zinck, Alkabo; Leo P. Trudeau, Brocket; S. M. Anderson, Clement; Caleb Johnson, Trenton; Carl Anderson, Lostwood; H. E. Wicklund, Gre-nora; W. L. McGee, Sanborn; John Schuler, Munich; Alex Gebhardt, Embden; John H. Olson, Hillsboro; A. A. Brown, Sheldon; F. J. Rothlisberger, Overly; M. W. Scott and Ford Gardner, Harwood; A. R. Ellis, Cole Harbor; Roy H. Schulz, Falkirk; Louis Sand, Buxton; H. O. Sorley, Cummings; Geo Knauss, Hannaford; Don Martin, Merricourt; Will Veitch, Argusville; Ed. E. Gentz, Stanton; Nels Osterdal, Verona; I. R. Olson, Cogswell; B. M. Clinger, Chaseley; L. Alme, Barlow; John Stephen, Zap; G. E. Yonker, Van Hook; R. L. Kneisel, Plaza; J. A. Hage, Granville; Henry Larson, Hoople; Geo. M. Bres-nahan, Casselton; H. C. Anderson, Scranton; Fred Carter, Flaxton; J. M. Bertholf, Knox; Stanley Jackson, Wimbledon; Alfonse Man-lusky, Wimbledon; C. E. Briggs, Hannah; B. C. Bell, Steele; Frank Cowan, Cando; Noel A. Clothier, Medina; A. W. Poyzer, Mylo; J. H. Poyzer, Hansboro; David Blair, Maza; H. C. Wold, Cando; Alex Southey and Otto Schnei-ner, Garrison; C. O. Hefty, Colfax; John Mertz, Goodrich; L. B. Boppleson and B. H. Roberts, Cathay; Gust Nelson, Harvey; C. A. Johnson, Williston; A. C. Sorenson, Sherwood; Pete Meier, Napoleon; Milo M. Breaten, Pick-ert; Geo. H. Lenaburg, Gwinner; J. L. Olson, Wyndmere; H. W. Reed, Burnstad; Ed. Faul, Harvey; C. E. Pendergast, Northwood; H. W. Hanson, Max; H. B. Lee, Abercombie; R. O. Everson, Washburn; Sig. Newgard, Whitman; M. J. Casey, Springbrook; O. A. Nelson, Tioga; C. H. Hancock, Prosper; O. C. Bue, Leeds; Frank McKenzie, Wild Rice; Fred Klein, Beulah; J. A. Wik, Upham; James Ward, Calvin; F. M. Cook, Woodworth; Emil Enockson, Moffit; A. M. Nelson, Jud; Giles Apple, Page; R. F. Boehm, Turtle Lake; A. B. Anderson, Hanks; W. A. Bolmeier, Erie; C. L. Packard, Edgeley; John Murphy, Reynolds; A. S. Hough, Dawson; E. L. Larson, Dwight; Jas. Goecke, Law-ton; Elliott H. Gray, Sables; Sterling Thom and Ed. Bye, Doyon; Roy Sibley, Marion; C. M. Olson, Kathryn; Richard Tronson, Hatton; John Meisch, Goodrich; A. L. Egenes, Moore-ton; S. E. Olson, Hastings; Geo. Elliott, Tuttle, L. S. Burgum, Arthur; J. E. Williams, Alice; Olaf Bjerken, Hope; J. A. Schroeder, Wilton; S. F. Guttu, Roth; J. M. Hanson, Goodrich; A. M. Bergstrom, Pekin; Peter Knapp, Tolna;

B. Heskin, Norwich; J. F. Mitchell, Verona; Chas. Larsen, Dazey; William Hanlon, Dover; C. G. Johnson, Willow City; Ludwig Amund-son, Binford; W. C. Adams, Cole Harbor; G. M. Allen, Grace City; Chas. J. Patterson, Tap-pen; Carl Buechler; Joe Sahli, Hague; C. J. Tattle, Clyde; S. K. Lillithum, McHenry; M. D. Sorenson, Woodworth; G. W. Kelley, Tower City, Ed Holt, Voltaire; L. L. Lundby, Sykston; V. F. Bunday, Kempton; J. N. Odegard, Georgetown; G. J. Cooper, Tokio; H. F. Hein-miller and Joe Schieb, Heaton; Martin Lar-son, Webster; O. A. Quinnald, Woods; Syvert Bolstad, Buttzville; J. A. Schoonover, La Moure; O. D. Larson, Klose Siding; C. M. Smestad, Davenport; P. E. Knudson, Oriska; John Steen, Bremen; H. O. Sorenson, Pingree; Arthur Sparling, Langdon; H. W. Werner, Wahpeton; C. N. Streeter, New Rockford; T. J. Worthing, Maxbass; P. H. Yon, Forest River; H. H. Egar, Jud; John and M. F. Swanston, McVile; L. L. Kruchten, Perth; Louis Bogstie, Landa; W. E. Ryan, Eckelson; B. C. Hanson, Nome; S. J. Provan, Amenla; F. E. Shephard, Chaffee; G. J. Neeb, Moselle (p. o. Wyndmere); H. H. Kindsch, Great Bend; William Pfau, Minnewaukon; Chas Ted-holm, Pillsbury; Clyde Adams, Barney; Clar-ence Pederson, Makoti; A. W. Selander, Shey-enne; John Seim, McVile; H. A. Nicholson, Crary; E. J. Auth, Mohall; Conrad Nygaard, Corinth; C. G. Beighe, Sawyer; J. C. Hayden, Leal; N. C. Norgaard, Portland; Carl Braun, Wahpeton; W. E. Tibbles, Merricourt; C. H. Helmbrecht, Berlin; Iver Rasmussen, Solen; Ed. Lerum, Buxton, and P. O. Overland, Lis-bon.

**Washington, D. C.**—During the 12 months ending Dec. 31 an average of 1,052 mills reported grinding 517,580,158 bus. of wheat, producing 112,329,217 bbls. of flour and 9,035,-232,293 lbs. of offal. The average bbl. of flour contained 276.5 lbs. of wheat. An average of 80.4 lbs. of offal was produced in making a bbl. of flour. Mills reported working 55.6% of their total capacity. The number of mills kept busy has receded slightly but the amount of flour produced has increased. The figures for 1927 were 1,055 mills reporting grinding of 500,850,275 bus. of wheat into 109,177,880 bbls. of flour and 8,665,202,110 lbs. of offal. The average number of lbs. of wheat used in production of a bbl. of flour was 75.2 and the average offal was 79.4. Percentage of capacity operated was 54.2. In December of 1928 906 concerns reported 1,073 mills of which 83 with daily capacity of 28,721 bbls., were idle. Of these 906 concerns, 860 accounted for a little over 90% of the flour produced.—Department of Commerce.

### Investigating Gossip About Com-petitors.

BY MRS. GRUNDY.

A loyal member of the Illinois Ass'n was telling me a few days ago about the debilitating habit of believing tales carried from mouth to mouth, too often started by someone with malicious intent or hope of gain. These reports regarding the acts and prices of competitors grow as they travel. If more investigating and less believing were indulged he contended, there would be few causes for complaint among the grain dealers, less bitterness and fewer over-bidding contests.

This matter of investigating rumors reminds me of the old yarn about a rattlesnake refusing to crawl over a hair rope. Under stress of the popular belief many cowboys are said to lay a hair lariat in a circle around their sleeping place at night to protect them from the reptiles.

The story said a Doubting cowboy had the courage to investigate this yarn. So he first procured a hair lariat, then a rattle snake with plenty of vim, vigor and venom in its system. The lariat was laid in a circle and in this circle the snake was released. In seeking to crawl away the rattler failed to recognize the hair lariat as an obstacle. The lariat was taken up and again laid, this time in a straight line intercepting the path of the snake's travel. The snake unhesitatingly crawled over it, proving there was no basis for the popular yarn.

It is highly probable that many grain dealers would find the Doubting Thomas act profitable when patrons bring in wild tales about their competitors. Often they would be amazed to learn the tattlers had no excuse for starting the stories.

### The Chicago Board of Trade Fellow-ship Club

BY WILLIAM C. EATON, RETIRING PRESIDENT.

Probably in no section of the world is the true spirit of fellowship greater than "On 'Change," or among the employers, clerks and employes of the various firms on the Chicago Board of Trade. This attribute which is so worthy of commendation when properly displayed is particularly noted and frequently commented on by the average man who comes in contact with the officers and members of the Board of Trade Fellowship Club. That the members of this organization have the proper conception of the word "Fellowship" is clearly demonstrated by their ever willing-ness to lend assistance to their fellow men, either by words of encouragement in their hours of depression or in a financial way when within their power, and, in giving good counsel in trying moments.

The Board of Trade Fellowship was organized by that class of employees known in Board of Trade circles as "settlement clerks." The original club was composed of these men and was known as the Board of Trade Clerks Fellowship Club. Since that time the name has been changed to the Board of Trade Fellowship Club and is now composed of members of the exchange, brokers, clerks, traveling grain men and employes of the exchange. The club's inception dates back to February, 1909. While it may be truthfully said that for years back the spirit of true fellowship predominated among the members as well as the employees of the Board of Trade, this organiza-tion was formed with a view of promoting in a body measures that were found necessary at times. Chief among these was to see that in time of need members of the organization were given moral and financial aid.

The affairs of the club are handled by a president, vice president, secretary, treasurer and nine directors, who are elected annually by a vote of the membership. The principal duties devolving upon these officers are to keep in close touch with the members and promote harmony among them in their daily contacts, and in time of sickness see that they are given proper medical attention or assistance in other necessary ways. In addition to the assistance referred to, in cases where deaths occur in the ranks of the organization dependent relatives are paid a benefit fund. This is paid in currency to the beneficiary the day the death occurs and is delivered by the treasurer. At one time a special fund was created thru the kindness and generosity of Mr. Caleb H. Canby who was president of the exchange at that time. He at that time like many members of the exchange was unaware of the fact that such an organization as the Board of Trade Fellowship existed and on the occasion of the annual banquet of the club at the Auditorium hotel that year was so pleasantly surprised that he tendered them an offering to be used as they deemed it necessary to carry on the excellent work they had been doing in that year. The fund donated by Mr. Canby was used for special purposes to perform charitable acts found necessary, but which were not covered by the constitution and by-laws of the organization. This organization today enjoys the good will and well wishes and co-operation of President S. P. Arnot and his officers and directors of the exchange.

Emil Newman, who was a clerk employed by A. J. White & Co. at that time, was one of the principal factors in organizing the club, and served as its first president. Another who took considerable interest and has been an ardent worker since the club's inception is Thomas Costello, broker in the oat pit. He filled the office of secretary during the first year. The able manner in which these men handled the affairs of the ass'n resulted in a demand by the membership that they serve an additional year in their respective offices. During the third year of the life of the or-ganization Frank Murphy, now a broker in



the wheat pit, and John Darcy, also a broker in that pit, served the club as president and secretary respectively. Mr. Darcy also filled the position of secretary during the following two years, while Robert P. Boylan, now a broker in the wheat pit, acted as president. The hard work of Messrs. Murphy and Boylan and the officers and directors resulted in the steady growth of the organization.

Also identified with the original founders of the club are Raymond Burke, now a scalper in the wheat pit and who served the club as a vice president at one time. And an excellent secretary-treasurer for several years was John M. Sheeren, at that time employed in the Board of Trade secretary's office but in later years broker in the corn pit. Mr. Sheeren's smiling face has been one of the many reasons why the club was always in such excellent financial standing during his term of office as John had a way of collecting the dues that no officer since his time has been able to equal.

From the few that composed the club during the first year, the membership grew steadily until the roster included 435 men who were connected with the Board of Trade in its various branches of the trade. In order to gain admission to membership in the Board of Trade Fellowship Club the only stipulation required is that the applicant for membership be an employe of one of the firms doing business on the exchange, an employe of the Board of Trade, telegraph operators on the exchange or anyone identified with any branch of the grain trade in general. The dues are \$6 per year and the initiation fee is \$1.50.

Annually in the past a banquet was arranged for by the officers of the organization and many of Chicago's prominent men of affairs have graced our speaker's table with their presence. This event was always eagerly looked forward to by the members as it enabled them to meet their associates under circumstances which were different from those under which they daily meet. The pleasant evenings spent under such occasions were well proven by the large attendance and evoked remarks of a commendatory nature.

The officers whose terms have just expired are Wm. C. Eaton, pres., Wm. B. Fenton, vice pres., and Geo. L. Bacon, sec'y-treas.

Officers chosen Feb. 8 for the ensuing year are C. J. O'Connor, pres.; H. C. Johnson, vice pres.; Wm. C. Eaton, sec'y; G. L. Bacon, financial sec'y, and directors: M. King, L. Pietzak, A. J. Weinert, C. Hockburger, A. Pierson, J. Hopkins, Jas. O'Connell, John O'Connell and H. Wurzburg.

The Club is desirous of increasing its membership and invites applications for admission.

**Senator Kessinger**, who introduced a bill into the Illinois legislature during 1927 destined to put the Chicago Board of Trade out of existence, is now said to have a book for sale to the grain trade which lauds its foundation and principles of operation.

## Receiver Asked for Kansas Wheat Pool.

In an attempt to have a receiver appointed and wind up the affairs of the Kansas Wheat Growers Ass'n, the inactive Kansas wheat pool, Wm. A. Smith, attorney general, has filed suit in the Kansas Supreme Court.

The Wheat Growers Ass'n was organized in 1921 and did a large volume of business for the first few years, but for the last two years it has done little other than prosecute lawsuits against farmers defaulting on contracts to deliver their wheat to the pool.

The attorney-general claims the pool failed to book the amount of wheat it was supposed to before beginning operation, but operated despite this failure. A number of farmers learning of the shortage in the volume of wheat contracted, ignored their contracts and sold on the open market because it gave them a better price.

## Omit Grade Designation but Give Factors.

By L. R. WATTS, LONDON, O.

DISSATISFACTION is growing each year among the grain handlers, with the inspection and grading of all grain under the present system of standards, as well as with its factors, its rules and their interpretation, by both supervisors and licensed inspectors, in the different markets. Also there is a tendency to make general certain local complications, and apply them to the entire grain trade, more particularly to the wheat grades, as to its new problems arising in one section and their solution, which is not at all applicable to other sections.

APPEALS in 1928 numbered 80,000. In this proportion 1929 would bring 100,000 new cases. The largest percentage of these appeals were on the moisture content. In this connection, we have long thought the moisture test as applied in the different markets is so often unreliable on account of the hurried manner, the different amount of both the oil and the grain used, the cooling system, the uneven heat applied, duration of test, but above all the slight variation in the different thermometers, as we know they do not agree in grain testing any more than two ordinary thermometers if placed outside to determine heat or cold.

EVERY POSSIBLE DETRIMENTAL ITEM is enlarged upon and thrown into percentage and not a single enhancement of its value is mentioned. Thus we find a percentage of moisture, damage, dockage, heat damage, test weight and color, and even its odor is mentioned. Rules and instructions are issued to apply to all these different items, as well as to the method of obtaining representative samples and as to preparation in making test.

We have one mill that not only bids on the pound variation of wheat, but also bids on each 1/10% moisture on corn. We believe if the country buyer would take the test weight of each load, which takes but a moment's time, mark each ticket its test and price, the farmers would be better satisfied, and he would see the value of having his grain threshed cleaner for the difference in price, and the farmers realize they were getting the actual value, rather than have their higher grade pay for the other fellow's lower grade.

Sixty-pound 13.5% wheat from a farmer's wagon is No. 1. It may contain cracked wheat and pieces of straw that will screen out in loading. No matter what improvement is made on this wheat, the buyer cannot raise the grade, but every time he handles it he loses. It was No. 1 at the start and will remain No. 1 at finish, and his handling shrinkage is a loss. The No. 2 of 58 lbs. to 59 lbs. can not profitably be blended into No. 1 wheat without a generous proportion of straight No. 1 added, and the same applies to No. 3, but a fractional change in percentage to 6/10 from 5/10 will throw any group grade in a lower class.

We find the greatest complication of group grading in the percentage that seems unfairly penalized in combination grade requirement in No. 4 grade, due naturally to its slightly lower test weight, and slightly varied moisture content, but which fails to take into consideration its other value.

THE FLOUR YIELD in the highest grade of No. 1 weighing 60 lbs., with 13.5% moisture is found to be 40.8 lbs., and the yield of No. 4 wheat containing 14.6 to 15.5% moisture, to range down from 40.4 to 33.5 lbs. of flour per bushel, as the weight ranges down from 60 to 54 lbs. per bushel. Yet the present inspection system according to the rules, and the percentage factor employed, stamp the certificate of inspection on all the above as No. 4, which practically says to the receiver or mill, "name your price on the lowest grades of No. 4, regardless of the higher test weight and its intrinsic flour value in the different poundage."

In calling one mill's attention to this feature of grading and the matter of inspection generally, it replied, "the inspection grades cut very little figure with us. It makes no difference to us whether they call the wheat No. 1, 2, 3, 4, 5, just so long as we ourselves know the grading factors, and so far as discounts are concerned, they should be discounted in excess of actual difference of yield and act as a penalty." "For as millers we prefer the higher test Wheat, as it makes better flour regardless of how much you discount the lower grades."

GRADE FACTORS only should be given. There is one other matter we have thought of which was mentioned in the Grain Dealers Journal of recent date, that the inspector should mention only the percentage of moisture, the test weight and damage percentage, but leave out the grade designation. In other words his duty would be to certify the detrimental factors, but leave it to the buyer or mill to determine its value and price, in their knowledge of distribution and final milling value, and make them responsible to the shipper for a satisfactory price and handling.

As it is today the mill or terminal buyer are in the clear. They can overlook the small percentage that technically lowers a standard group grade, and when complaint of shipper reaches them they say, "the inspector said" No. 4 and we cannot allow anything except the No. 4 price. They are perfectly willing to take the appeal to the supervisor, but they are out of it.

It is so nice to "pass the buck" and that is the way the buyer finds himself out of it, the shipper is at a disadvantage, he must guarantee weight and grade to the terminal buyer as well as leave ample margin on draft, stand for loss in transit, delay enroute, and wait for unloading and over due account sales returns, besides his getting in contact with the supervisor to file his appeal. Yet his deal was entirely with the terminal buyer who has no responsibility, the shipper stands it all.

As we see it at this time a change of responsibility to the buyer or mill in revising their present system of relying upon the inspectors' mentioned grade, and their discounting on its wide group variance, could be changed by the terminal buyers adopting a more equitable and just basis by themselves, assuming the responsibility of a grade, as they are more familiar with all market value factors than the inspector, and are thus better able to make a price graduation per pound weight with a moisture content penalty, that would more truly represent its value than the present group grading and discount generally used.

Carload average weights of 221,685 cars unloaded at Chicago during 1928 were 1,419 bus. wheat, 1,482 bus. corn, 2,045 bus. oats, 1,371 bus. rye and 1,599 bus. barley.

## What Is Successful Business?

Is it just making money?

Is it working so many hours a day? Or,

Is it the happy privilege of serving someone else?

Wise heads have tried to solve this problem. The unhappy plunger says making money is a bore. The hard-working elevator helper says his day's work is a grind. The man who serves well in a pleasant manner really enjoys helping his patrons.

If you will study carefully the store with which you love to deal; the service and filling-station on the road at which you enjoy stopping; the hotel that just seems to be home; the grain receiver who gets most of your shipments; you will find that it is because it is the one that gives the greatest service and makes it the pleasantest for you.

Successful business then must consist of rendering a service that will make a customer happy and give him a contentment and satisfaction that will assure his return to you whenever he needs your help.



## Elevator Built for Service.

When forced to rebuild its elevator which had burned last fall the Farmers Union Co-operative Business Ass'n of Solomon, Kan., had definite ideas on the service that should be performed for its numerous patrons. Both corn and small grain had to be received into the elevator at the same time and in large quantities. A demand for feed grinding had to be met. Instead of throwing together a make-shift house with high cost of operation and dangerous fire hazards the Star Engineering Co. was requested to design a plant that would meet the requirements of the trade with due regard to economy of labor and costs of operation. The result is one of the best equipped plants in that part of the country.

The elevator, plans for which are reproduced herewith, is 32 by 45 ft. 6 ins. and 44 ft. high to top of bins. The bin space of this part is arranged to give two deep bins on each side of the work room, with three bins over the driveway and one over the workroom, giving 8 large bins in all, with a total capacity of 26,000 bus. The walls are of studded construction, the bins tied by  $\frac{3}{4}$  in. rods, and the plates inside made self-cleaning by a concrete hopping. The foundation, boot pit and dump pits are of concrete. The boot pit, which also contains the sheller, is 19 ft. deep. The distance from the bottom of the pit to ridge of cupola is 96 ft.

One large sink for small grain and one large sink for ear corn are provided under a Kewanee Dump, the ear corn sink feeding into a Western Sheller of 600 bus. per hour capacity. The corn and cobs, or the small grain, is elevated by a leg of 2,000 bus. per hour capacity to the cupola where it is discharged

into a Eureka Combined Corn and Small Grain Cleaner.

The cleaner is equipped with two sets of screens, one set for separating the corn from the cobs and the other set for cleaning wheat. A turn of a valve is all that is necessary to switch from the corn screen to the wheat screen, thus making it an ideal machine for cleaning either grain as received. Below the cleaner is a distributor with 12 ducts spouting to all the bins as well as to an 8-bu. automatic Richardson Shipping Scale. The cupola being 27' 8" high to eaves makes it possible to place the automatic scale below the cleaner, so as to weigh and ship grain with one elevation.

A MILL SECTION was installed between the elevator and the old warehouse which was not destroyed by fire. In this part of the building is a 9x24 2-pair high roller mill, with a chop leg for elevating the feed. Two supply bins are placed over the mill, these bins being filled from the main distributor. Two small bins located next to the driveway receive the ground feed in such a manner that the feed can be spouted directly into wagons or sacked and stored in the warehouse. The discharge from the chop leg is controlled by a 6" Western Improved Distributor.

Power is furnished by Fairbanks-Morse Type HAC Motors. A 25-h. p. motor is belted to the line shaft to drive the mill section and the sheller. Individual motors of 10 h. p.,  $7\frac{1}{2}$  h. p. and 3 h. p. respectively drive the cleaner, elevator leg and air compressor, the elevator leg drive including a Clow-Winter speed reducer.

S. K. F. Ball Bearings are used on all shafts to reduce the friction and power required, and magnets are placed in the spout feeding the mill to take out tramp iron. All wiring for motors and lights was placed in conduit in accordance with the fire insurance code. The manlift besides making it easy for the operator earns a reduction in the fire insurance rate. The  $\frac{1}{4}$  inch corrugated galvanized iron siding is 28 gauge and grounded for lightning protection. The cob spout leading to the old cob and dust house is covered with 28-gauge flat galvanized iron. By care in planning the structure the company is entitled to the lowest insurance rate.

The plant, designed and erected by the Star

Engineering Co., has attracted unusual attention, Charley Chase is manager.

## Canadian Seed Act Amended.

Canada's Federal Seeds Act of 1923, applying to seed imported for the purpose of selling or offering for sale as well as to the domestic seeds, has been amended to apply to seeds imported for the purpose of seeding as well, and to meet changed conditions now prevalent in the seed growing and merchandising trade. The new law, administered by the Seed Branch of the Department of Agriculture at Ottawa, Ont., is printed as Acts, Orders and Regulations No. 24.

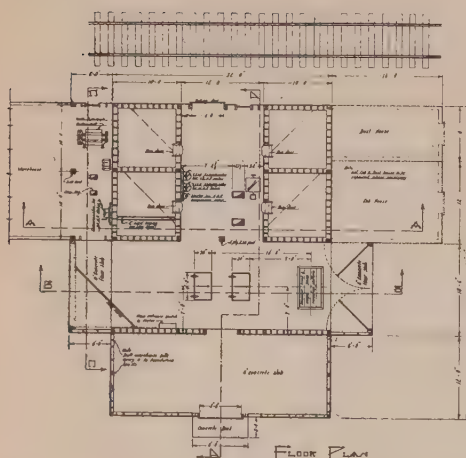
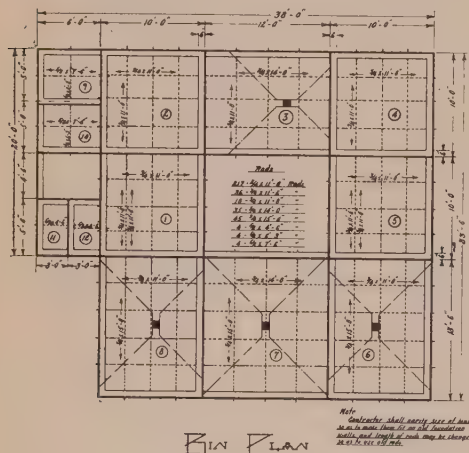
Prominence is now given registered seed and grades are provided as "Registered No. 1," "Registered No. 2," and "Registered No. 3," replacing the old classification of "Registered" and "Extra No. 1." This takes care of seed which may be damaged in appearance by weather conditions, tho unimpaired as seed.

The Minister of Agriculture is given authority to refuse licenses for inferior varieties of grain for seed, a move which is expected to prevent any loss of reputation for Canadian grain thru the growing of inferior varieties and mixing with the present high quality grain.

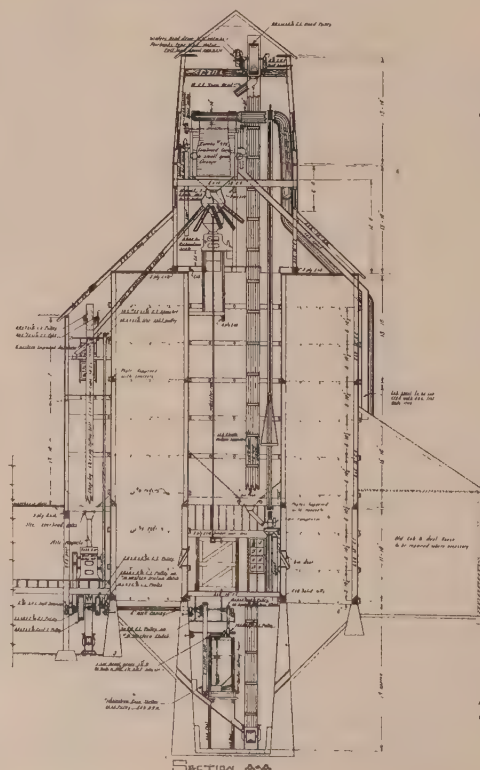
Official seed inspectors are granted authority under the new provisions to obtain a statutory declaration on seed presented for grading and sealing in containers.

Harboring petty suspicions about one's competitor, which injustice is bred by farmers seeking only personal gain, is at the root of any existing ill-feeling between grain dealers, and a condition which only regular monthly meetings will tend to dispel.

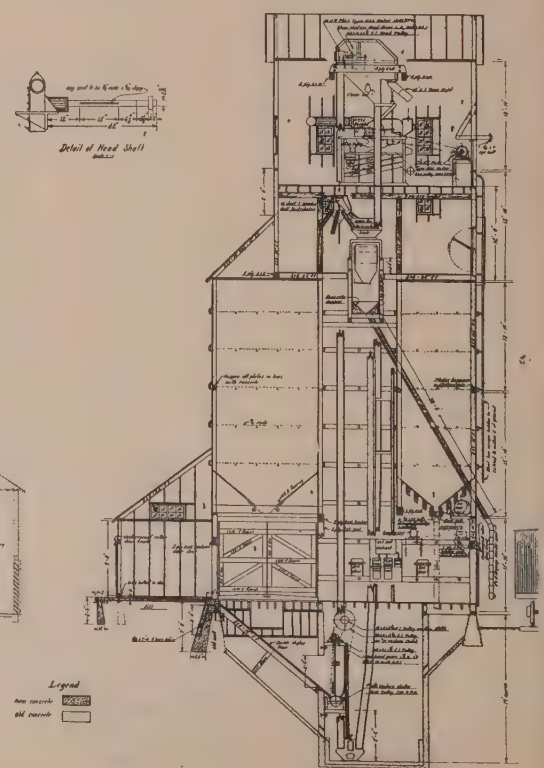
Latest Market Quotations on new electric printers, with stock quotations direct from New York instead of relayed thru Chicago, is the order of the day for wire houses operating branches throughout the country. The new machine is extremely complicated, but does away with much double checking to verify messages. Installation of these machines also serve as a duplex wire, which permits messages in both directions simultaneously.



Bin and Floor Plans of Farmers Elevator at Solomon, Kan.



Sectional Elevations of Farmers Elevator at Solomon, Kan.





# Grain Trade News

Reports of new firms, changes, deaths, casualties and failures; new elevators, new flour mills, improvements, fires and accidents are welcome. Let us hear from you.

## ARKANSAS

Texarkana, Ark.—William Temple, Jr., aged 34, pres. of the Temple-McCoy Grain Co. and vice-pres. of the Temple Wholesale Grocery Co., died on Feb. 2 of pneumonia following an attack of influenza. His widow, two children, his parents and other relatives survive.—P. J. P.

## CALIFORNIA

Lamanda Park, Cal.—The Ambler Mill & Grain Co. is preparing to rebuild, a local firm doing the work. It will have steel storage of 20,000 bus. capacity.

Monterey, Cal.—E. H. Barry, Jr., and J. D. Barry, brothers, of Gonzales, have taken over J. P. Dougherty's grain and feed business, leasing the building and buying the equipment.

San Francisco, Cal.—The com'te on grain of the San Francisco Grain Trade Ass'n has elected the following officers: Chairman, George P. McNear; chief inspector, James J. Sullivan; inspector of flour, R. D. Joyce; sec'y, D. Belknap.

San Francisco, Cal.—The Grain Trade Ass'n of the San Francisco Chamber of Commerce is considering entering stock exchange trading following the recent examples of the Chicago Board of Trade and the New York Produce Exchange.

San Francisco, Cal.—The Globe Grain & Milling Co.'s net earnings for the six months ended Dec. 31 were \$327,404, equal to about 8% on the 40,000 shares of outstanding common stock. For the same period in 1927 the company's earnings were \$355,923.

## CANADA

Vancouver, B. C.—T. M. Stevens, age 62, pres. of the Imperial Milling & Grain Co., Ltd., died recently.

Vulcan, Alta.—The Alberta Pacific Elvtr. burned early in the morning of Feb. 2, 40,000 bus. of grain being destroyed also.

Prince George, B. C.—John Assman has bot the business of the Porter Grain Co. which has been conducted for the past 15 years by Thomas Porter.

Winnipeg, Man.—D. A. Kane, formerly manager of the elevators of the McLaughlin Grain Co., has been made general superintendent of the Manitoba pool elevators.

Calgary, Alta.—The Ellison Milling & Elvtr. Co., Ltd., has recently erected a two-story warehouse. This company will also build a new warehouse at Vancouver in the spring.

Balcarres, Sask.—Peter Hyndman, of the Security Elvtr. Co., made a plea for government owned and operated terminal elevators at Hudson Bay ports before the Saskatchewan Royal Grain Commission recently, which said it would give the new idea consideration.

The prospective Dominion government elevator, to be erected in connection with the creation of the Great Lakes grain terminal between Prescott and Johnstown, will cost about \$4,000,000. It will have a capacity of 5,400,000 bus. and cover three and a half acres of land.

Prescott, Ont.—Work is progressing on the proposed new wharf and elevator here for the handling of grain when the new Welland Canal is finished. The contract has been let for the building of the wharf and foundation of the terminal elevator, to cost about \$500,000.

Calgary, Alta.—The West Coast Grain Co., Ltd., is a new company that will purchase and operate the private terminal elevator built by the Calgary Terminal Grain Co. in 1927. C. F. Freed will be mgr. of the company and will do a general track and commission grain business as well as feed and seed grain.

Ft. William, Ont.—L. C. Irwin is now superintendent of the recently completed Searle Terminal Elvtr.

Montreal, Que.—The Corn Exchange nominated the following on Jan. 24—only enough candidates to fill the vacancy: Pres., J. M. Vitte; treas., Harold W. Corrigan; members of the board—A. W. Brown, George A. Cairns, M. J. Gratton, W. H. Johnson, H. C. Moore, Elzebert Turgeon and G. D. Robinson.

Halifax, N. S.—Our commission has in preparation plans for additional elevator accommodation here, and will in all likelihood install a further 1,000,000 and possibly 2,000,000 capacity. Our present installation consists of one of 1,000,000 bus. The necessary plans have not yet been put in hand and it is necessary that we obtain approval for the expansion involved before this is proceeded with.—John Murphy, commissioner, Halifax Harbour Commissioners.

Ft. William, Ont.—The Electric Elvtr. & Grain Co. is being incorporated to take over the electric elevator of the Bole Grain Co., and a new issue of 31,500 shares of stock has been announced. The management and control of the new company will be in the hands of F. H. Bole, pres.; D. L. Bole and Gabe H. Smith, all of whom have been associated in the business of the Bole Grain Co. since its start. The storage capacity of the elevator is 1,000,000 bus. with facilities for increasing the capacity to 4,000,000.

Goderich, Ont.—The Goderich Elvtr. & Transit Co. is planning the addition of 1,000,000 bus. to its present elevator, doubling its capacity. The unloading and shipping facilities are also to be doubled. About \$3,000,000 will be spent on these improvements. Tenders will be asked at once, and it is expected to have the work completed by Sept. 15. The company plans requesting the Dominion government to enlarge the harbor so that 35 boats can be taken care of at once instead of 22 as at present, as the harbor at present is inadequate.

Ft. William, Ont.—At the annual meeting of the Board of Trade, held Jan. 23, nearly all of the 1928 officers were returned for 1929, the election resulting as follows: Pres., Dr. Crawford C. McCullough; vice-pres., D. G. Calvert; sec'y-treas., W. A. Webster; council, N. M. Paterson, Harry Murphy, David Smith, C. E. Chapple, G. R. Duncan, J. E. Crawford, F. W. Fraser, W. L. Bird, R. S. Richardson, P. H. B. Dawson, V. M. McLean and A. C. Adams. The two new members of the council are J. E. Crawford, former mayor, and W. L. Bird, past president.

Sarnia, Ont.—It is reported that misinterpretation of the agreement between the city of Sarnia and the Sarnia Grain Elvtr. Co. will result in cancellation of the action of the latter in calling for tenders for the erection of a 2,000,000-bu. addition to its elevator. An arrangement is said to have been reached whereby a separate agreement will enable the company to proceed with piling and foundation work pending preparation of plans and procuring of tenders for the superstructure. The company is anxious to have the elevator completed by Sept. 1. Contract for construction has not yet been let.

Toronto, Ont.—The report of our having taken over the plant formerly operated as a flour mill under the name of Alexander Brown Milling & Elvtr. Co. is true. The elevator capacity at this mill is 65,000 bus. The flour mill has a capacity of 800 barrels a day. The mill machinery is all in good condition and with some minor changes and additional machinery, the flour mill is ready for operation. We have had to replace electric power lines and the heating plant, and this has delayed starting the mill, but we expect to be running early in February. A. R. Roberts and F. H. Burgess, we understand, took an option on the purchase of this plant but did not exercise it and the plant was abandoned.—Lakeside Milling Co., Ltd.

Calgary, Alta.—It is expected by Calgary grain men that the recent dispute between Thompson Bros., Rowley grain growers, and the Home Grain Co., involving the interpretation of pool contracts, will provide the test case which Hon. James Malcolm, minister of trade and commerce, has announced would be taken to the courts to determine the right of a grain producer to select the destination of his grain. The supposition is that the case will be argued before the supreme court of Alberta at Calgary.

Montreal, Que.—We are indebted to J. Stanley Cook, sec'y, for the 86th annual report of the Montreal Board of Trade which contains over 170 pages of information valuable not only to members of that organization but to any who are interested in the development and trade of Canada. Of especial interest to the grain trade are the pages devoted to the receipts and shipments of wheat and other grains at Montreal, shipments from Port Arthur and Ft. William, quantities of grain inspected at Montreal for the past five years, quantities of flour and grain received at and shipped from Montreal during a period of 40 years, etc.

Toronto, Ont.—At the annual meeting of the flour and grain section of the Board of Trade, held Jan. 21, the following were elected: Chairman, John Kennedy; vice-chairman, E. F. Crossland; sec'y-treas., F. D. Tolchard; executive com'te—G. H. Baird, R. I. Braidon, C. M. Browne, G. D. Brundrit, D. O. Ellis, Charles Faessler, H. H. Goode, A. O. Hogg, B. H. Muirhead, W. H. McCarthy, A. E. McCuaig, E. D. Sullivan, C. R. Vannater, C. B. Watts. E. D. Sullivan was nominated for appointment by the board of grain commissioners for Canada on the grain standards board and grain survey board, to succeed S. Hisey, resigned.

Ft. Churchill, Man.—For the purpose of handling western Canadian grain at Ft. Churchill a government owned and operated terminal elevator and storehouse will be built there at a cost of more than \$2,000,000. Announcement to this effect has been received by Chief Justice J. T. Brown, of the court of kings bench and chairman of the Saskatchewan Grain Commission, in a letter from Hon. Charles A. Dunning, minister of railways and canals. This information was contained in a special despatch to the Morning Leader of Regina. Contrary to previous reports, there is only one elevator in contemplation at present for Ft. Churchill, and that is the government elevator.

New Westminster, B. C.—The Harbour Commissioners' new \$700,000 elevator, having a capacity of 1,000,000 bus., is expected to be ready for operation by the middle of February. It is known as the Fraser River Elvtr. The plant has a water frontage of about 1,800 feet, is accessible by the Canadian National and Great Northern railways, and, by switching, by the Canadian Pacific also. The wharf is 1,100 feet long, with a low tide depth of 30 feet, allowing two vessels to berth at the same time. The concrete workhouse has a bin capacity of 110,000 bus. with a track shed containing four unloading pits connected to one shipping and one receiving leg. The storage contains 16 bins with a capacity of 700,000 bus. There is also a sacked grain warehouse and a 500-bu. standard type dryer house. This elevator is but the beginning of a series of like undertakings on this great water area.

## COLORADO

McClave, Colo.—The McClave Elvtr. has installed a Birchard Circulating Engine Pump bot from the York Foundry & Engine Works.

Denver, Colo.—J. K. Mullen, chairman of the board of directors of the Colorado Milling & Elvtr. Co., has been made a Knight of the Order of Malta, one of the highest honors the Pope can confer. Mr. Mullen is one of thirteen American Catholics who have been given this knighthood. Four years ago he was made a Knight of the Order of St. Gregory by the Pope.

Sterling, Colo.—The mill and elevator known as the Logan County Milling Co. has been bot by the Fort Morgan Bean & Elvtr. Co. from B. F. Sharp and Max Vinsonhaler. C. B. Young of Denver will be the resident mgr. The new firm will purchase both beans and grain but will not manufacture flour. It is reported that the flour milling machinery will be taken out and feed grinding and mixing machinery installed instead. Since the middle of last October the mill has been leased by the Fort Morgan company.



## ILLINOIS

Mansfield, Ill.—Glenn B. Hill has been appointed mgr. for Turner Bros.

Chicago Heights, Ill.—The J. F. Leising Co. has gone out of the grain business.

Peoria, Ill.—The Illinois Grain Dealers Ass'n will hold its annual meeting here some time in May.

Chestnut, Ill.—New Superior Auto Truck Scales have been installed by the A. F. Downs Grain Co.

San Jose, Ill.—The San Jose Co-op. Co. has lately installed Superior Auto Truck Scales at its elevator.

Fountain Creek (Hoopeston p. o.), Ill.—C. D. Long has added a new bookkeeper to his force, Aaron Bauer.

Homer, Ill.—Fay R. Current has traded his interest in the elevator here for the elevator at State Line, Ind.

Decatur, Ill.—The Decatur Grain & Elvtr. Co. has been incorporated.—C. L. Leiss, Decatur Grain & Elvtr. Co.

Steward, Ill.—The Steward Grain & Lumber Co. has recently put in new Superior Scale Co. Auto Truck Scales.

German Valley, Ill.—Ben Hayunga has become mgr. for the Farmers Elvtr. Co. here, succeeding Lewis Fosha.

Adrian, Ill.—The Gable Co. has bot the elevator here formerly owned by N. L. Hockman. John Gable is now the mgr.

Galva, Ill.—The Co-op. Grain & Supply Co. has constructed a fine cement approach to its plant. Ed. Miller is the mgr.

New Berlin, Ill.—The New Berlin Farmers Elvtr. Co. has appointed John Brehm as mgr. in place of W. E. Munson resigned.

Meredosia, Ill.—The Meredosia Farmers Grain Co. recently installed Fairbanks-Morse Type Recording Scale in its elevator.

Mansfield, Ill.—A. B. Hill, mgr. of the Turner Bros. Grain & Coal Co., died recently of pneumonia. A widow and a son survive him.

Princeton, Ill.—R. D. Maxwell is now local mgr. of our office here. We have closed our office at Lincoln, Ill.—E. J. Feehery & Co.

Haynes Siding (Illioopolis p. o.), Ill.—The C. R. Lewis grain elevator, owned by A. W. Maxwell, burned on the morning of Feb. 7. Loss, \$25,000.

Burtonview (Lincoln p. o.), Ill.—We are not in the market for a gasoline engine. We will install electric power.—Burtonview Grain, Coal & Lumber Co.

Pontiac, Ill.—The firm of Plotnicky & Anderson is now out of business here and J. F. Plotnicky has made a connection with M. L. Vehon & Co. at Bloomington.

Thawville, Ill.—The Farmers Grain Co. is now occupying its new offices, recently finished. The new feed room is also completed and stocked up ready for business.

Graymont, Ill.—We contemplate installation of a feed grinder and batch mixer soon to take care of the demands of our trade.—A. B. Scheeler, Graymont Co-operative Ass'n.

Cissna Park, Ill.—The Cissna Park Farmers Co-op. Grain Co. has installed a weight-o-graph in conjunction with its scale. Leslie Markwalter is mgr. of this elevator.

Dixon, Ill.—Fire threatened the plant of the Kennedy Oats Co. here recently, breaking out on the top floor of the main mill building. The local fire department extinguished it.

Cullom, Ill.—Our plans have not yet been made. We are going to repair, I think, instead of building an elevator. We will have to put in truck lifts.—R. J. Hack, Cullom Co-op. Grain Co.

Peoria, Ill.—Among the 1929 appointees of the Board of Trade are the following: Chief grain inspector, F. B. Tompkins; chief supervisor of weights, Clay Johnson; traffic mgr., J. L. Collyer.

Ocoya, Ill.—We just completed installing a concrete pit and a new boot in our elevator. We are contemplating construction of a new warehouse and office building in the spring.—Jas. McMahon, Ocoya Co-operative Grain Co.

Heaton Station (Rossville p. o.), Ill.—The properties of the Heaton Farmers Grain Co. have been purchased by the Rossville Grain Co. of Rossville. John Byrnes has been retained as manager.—"Squire" Cavitt, Jas. E. Bennett & Co.

North Hooper (Beaverville p. o.), Ill.—Our old friend, Hart C. Froncower, is quitting the grain business and moving to Kankakee.—S. N. Cavitt.

Gibson City, Ill.—The grain trade of this territory met in the Lions Den on Jan. 29, where dinner was served by the "Z" Cafe and music furnished by a local quartet known as the "Joy-Boys." Herb Moore arranged the program.

Morris, Ill.—Earl Overly has resigned as manager of the Farmers Square Deal Grain Co. but is remaining in charge for a short time to acquaint the new manager with his work. Fred E. McClellan, formerly second man, will take charge in a few weeks.

Ohlman, Ill.—The elevator of the Ohlman Co-operative Elvtr. Co. has been purchased by C. L. Leiss, J. Homer Cloney and J. W. Hook, who have incorporated under the name of Ohlman Grain Co., Ltd., as pres., vice-pres., and sec'y-treas., respectively, to operate it.—C. L. Leiss.

Grayville, Ill.—R. S. Prunty & Co., the firm name under which Robert S. Prunty and Edward J. Briswalter conduct a grain, feed and coal business, are said to be in a bankrupt condition, according to a creditor's petition, which has asked the court to adjudicate the firm bankrupt.

Big Rock, Ill.—The two-room frame office building of the Big Rock Farmers Co-op. Co. was completely destroyed by fire early on Jan. 31. Only the company's records were saved, which was due to their being kept in a fire-proof safe. Loss is estimated at \$1,500, covered by insurance.

East St. Louis, Ill.—Four employees in the Illinois State Grain Inspection Bureau here have been dropped from the payroll, in line with a retrenchment policy for all state departments recently outlined by Governor Emerson. This leaves 18 now employed in the bureau here.—P. J. P.

Fisher, Ill.—The Fisher Farmers Grain & Coal Co. held its annual meeting on the 26th of last month at which the old board of directors was re-elected. Sec'y Farlow of the Farmers Grain Dealers Ass'n of Illinois was present and made a brief address. H. B. Steele is the company's manager.

Sidney, Ill.—Rich & Blankenbaker have completed their new office, replacing the one that burned about a month ago. The new office is a duplicate of the old one. The scale beam was so badly damaged by the fire that it was replaced with a new one, a Howe. It was also necessary to buy a new safe. Mr. Blankenbaker is the mgr.

Sullivan, Ill.—Full interest in the Sullivan Grain Co. has been taken over by J. B. Tabor, who has bot the interests of the other partners, J. L. McLaughlin and W. H. Birch. Besides the elevator at Sullivan, one is owned at Bruce and one at Allenville. On account of ill health of J. B. Tabor for several months, active management has fallen on his son, Purvis F. Tabor.

Chestnut, Ill.—Mrs. Arvesta R. Downs of Lincoln has erected a 30,000-bu. up-to-the-minute elvtr. on the I. C. R. R. for her son, Ethelbert Downs. It will be operated by the Downs Grain Co., and Howard Norris, long mgr. for the Farmers Elvtr. Co., will be in active charge. Mrs. Downs' father, Wm. P. Randolph, and her brother, Bert, were long in the grain business here.

Springfield, Ill.—Work is progressing on the new building of the Springfield Grain Products Co., Inc., which replaces the one burned in December, and which will be a little smaller and more fireproof than the old one. About \$50,000 is being spent. It is expected to have the cracked corn unit and the hammer mill in operation by March. The Springfield Grain Products Co. writes that it will do its own contracting.

## CHICAGO NOTES.

Fred H. Clutton, sec'y of the Board of Trade, was in New York City recently, making a special study of various phases of the New York Stock Exchange, including the clearing house system in use there.

The rate of interest for advances on Bs/L during February has been fixed by directors of the Board of Trade at 6% per annum. Board of Trade memberships reached a new high mark on Jan. 30 when J. G. Haussman of New York bot the membership of John Ohlenroth for \$45,300 net.

The grain com'te of the Board of Trade for 1929 is as follows: Fred Uhlmann, W. J. Farrell, A. B. Lord, F. A. Miller, Roland McHenry, G. A. Wegner and Alex Moore.

The weighing department of the Board of Trade in 1928 weighed 36,706,782 bus. of grain, against 53,450,943 bus. in 1927, to and from boats; and 221,685 cars, against 184,868 cars in 1927.

Five warehouse receipts of the Quincy Elvtr. Co. were stolen on the street recently from a messenger employed by F. S. Lewis & Co. The certificates bore dates from Dec. 19 to 21 and were numbered 2223, 2226, 2227-28, and 2234.

The Hegeman-Harris Co., Inc., has been given the general contract for the erection of the new Board of Trade Building. It will cost approximately \$10,000,000 and will be 44 stories in height. It was designed by Holabird & Root.

Among recent Board of Trade memberships transferred are the following: Frederick S. Smith, Patrick E. Molyneaux, Uel J. Sinclair, Charles S. Castle, Lloyd E. Winter, Wm. G. Gallagher, John A. Cavers. Admitted to membership: Vernon R. Loucks, Howard E. Cox, Melvin L. Emerich, Harry Chirelstein, C. Jerome Cable, Harold W. Letton, Otto Keusch, of Keusch Grain Co., New York. Changes in registration of members: Frank J. Young admitted as partner, Hulburt, Warren & Chandler, Chicago; James A. Cavaney, admitted as partner of Faroll Bros., Chicago; Montgomery, Straub & Co., Inc., dissolved, succeeded by Straub & Barry, Robert F. Straub member.

## INDIANA

Terhune, Ind.—J. W. McCordle has installed a McMillin Wagon and Truck Dump in his plant.

Markleville, Ind.—We plan to install a hammer mill and make other improvements soon.—J. L. Slaughter.

Huntingburg, Ind.—We have installed a Jay Bee Grinder and Burton Feed Mixer.—The Farmers Mill, H. W. Alpers.

Converse, Ind.—John Holliday, age 68, committed suicide recently, probably on account of ill health. He was a partner in the grain elevator business here and lived at Greentown.

Inwood, Ind.—Lightning rods have been installed on the local elevator under lease to Kraus & Apfelbaum. The old cob spout is being torn down and replaced with one of metal.

Charlottesville, Ind.—The Reeves Elvtr. Co. and the P. C. C. & St. L. R. R. have as yet been unable to agree upon terms in regard to land owned by the former and wanted by the latter.

Blaine (Portland p. o.), Ind.—LeRoy Kemper is mgr. of the Red Key Grain Co. only. J. S. Woodring is mgr. of the Blaine Grain Co. Both are under the control of Goodrich Bros.—J. S. Woodring.

Petersburg, Ind.—Floyd Gladish, who has been in charge of the Farmers Federation in Pike County, is erecting a warehouse and office and will engage in the buying and selling of grain.—W. B. C.

Anderson, Ind.—George A. Lambert, for many years engaged in the grain trade here and well known to the trade, died recently at his Florida home, at the age of 70. His body was brought here for burial.

Fowler, Ind.—Robert H. German has filed suit against the Fowler Grain Co., asking \$15,000 damages for injuries he claims to have sustained when he struck his head while delivering a load of corn to the company.

Newburgh, Ind.—We have installed a Gruendler No. 2 Special Whirl Beater Grinder direct connected to 30-h.p. standard squirrel cage motor, mounted on cast iron base.—The Chas. W. Brizius Co., Oscar C. Brizius.

Hoagland, Ind.—A Fairbanks-Morse enclosed self-ventilated 60-h.p. motor with direct drive to Miracle Ace Super Three Hammer Mill has been installed in the elevator of the Farmers Co-op. Co. John F. Witte is mgr.

Gilman, Ind.—The Farmers Co-op. Elvtr. Co., which has operated the elevator here for several years, has filed notice of dissolution and will go out of business. As previously reported, this company's warehouse burned recently.

Hamlet, Ind.—On Friday night, Jan. 18, robbers broke into our office, thru a back window. They ruined our safe and went thru all papers in the desk, but so far as we know did not find what they were after.—Arndt-Weinkauff Grain Co., V. M. Weinkauff.



## KANSAS

Salina, Kan.—L. H. McLaren, chemist for the Shellabarger Mill & Elvtr. Co., was married on Jan. 26 to Miss Miriam Van Matre of Kansas City.

Agra, Kan.—The Dean Grain Co. has installed a York Ever-Ready Electric Truck Lift.

Haddam, Kan.—The Haddam Elvtr. Co. has installed new electrical equipment thruout its elevator.

Brownell, Kan.—The Robinson Milling Co. has succeeded the Farmers Co-op. Union, with the home office in Salina.

Salina, Kan.—Robert Wallace, with the Wallace Grain Co., has been elected to membership in the Board of Trade.

Gerlane, Kan.—H. R. Hensley has been appointed mgr. of the Farmers Co-op. Co. here to succeed F. G. Vannaman.

Brownell, Kan.—The Thomas Ryan Grain Co. has leased its elevator here to the Home Elvtr. Co. of Wichita, until June 1.

Marquette, Kan.—Henning Dahlberg has leased the Farmers Co-op. Mercantile Co. and took charge at the beginning of the year.

Phillipsburg, Kan.—The Farmers Elvtr. here burned late in January, both the elevator and 8,000 bus. of grain being totally destroyed.

Gray, Kan.—The Farmers Grain & Supply Co. has recently installed a 20-h.p. Fairbanks-Morse Engine. The mgr. of this plant is Ira Schwint.

Brownell, Kan.—Stull Bros. Grain Co.'s elevator will be remodeled in the spring, the present capacity of 2,000 bus. being increased to about 5,000 bus.

Hutchinson, Kan.—The C. D. Jennings Grain Co.'s new 300,000-bu. terminal elevator has been completed and the first grain was taken into it late in January.

Silica, Kan.—Fred Wolf is now operating the former Wolf Milling Co. Chris Christopher, the former operator, died. W. P. Krampe is the local grain buyer.

Clay Center, Kan.—The office building and contents of the Mid-Kansas Milling Co. were damaged by fire at night, Jan. 23, but the elevator and mill were not burned. The Shellabarger Mill & Elvtr. Co. owns this plant.

Stafford, Kan.—John C. Marshall is the new mgr. of the Rea P. Patterson Elvtr., having been transferred by the same company from Coffeyville. He succeeds Mr. Roush.

Hutchinson, Kan.—Harry Hamilton has been appointed superintendent of the Grain Belt Elvtr. Co.'s plant. He was formerly mgr. of the Equity Exchange Co. at Partridge.

Clay Center, Kan.—Henry Starkweather has bot the Wilson interests in the firm of Starkweather & Wilson and will hereafter carry on the business as the Starkweather Grain & Coal Co.

Partridge, Kan.—J. A. Reeder has been transferred by the Equity Exchange Co. from the management of its plant at Chase to that at this place, succeeding Harry Hamilton, now of Hutchinson.

Pleasanton, Kan.—B. W. Waring, former sales mgr. of the Brand-Dunwoody Milling Co., Joplin, Mo., has become general mgr. of the Blaker Milling Co.'s plant here, has bot an interest in the company and is also sec'y-treas.

Baker, Kan.—I own and operate an elevator at Baker, Kan., under the firm name of R. E. Harrington. My son, H. E. Harrington, is in charge of the elevator. The farmers also own and operate an elevator at the same place.—R. E. Harrington.

Topeka, Kan.—Senator Potter has introduced a bill, No. 176, raising the inspection and weighing fee to \$1. This increase is unwarranted as the present law providing for an increase when the fund falls to \$40,000 fully protects the department.

Chetopa, Kan.—The Cole Elvtr. and Mill were sold on a judge's order to satisfy a mortgage for \$6,000, being knocked down to J. M. Michels of the Chetopa National Bank for \$2,100. It is said that the construction of the elevator and mill cost \$25,000.

Alden, Kan.—Walter Swensen, one of the helpers at the Farmers Co-op. Grain, Mill & Mercantile Ass'n, had two of his fingers so badly crushed and cut while he was cleaning the feed mixer that he had to be taken to the hospital for medical attention.

recent 25th anniversary dinner of the Omaha Grain Exchange.

Marshalltown, Ia.—George Doyen, of the Doyen Flour & Feed Co., died recently. He was well known in the grain trade of central Iowa.—A. T.

Central City, Ia.—We have purchased and are about to install a 24-inch Munson Mill, run by two 20-h.p. motors, to replace present equipment which is practically depleted. A. Butler is mgr.—Farmers Exchange.

Schaller, Ia.—Roy Bruce, who has been employed by L. H. Adams & Co. in their elevator at Lake City, has been transferred by the company to its Schaller elevator. Ed Bruce has been appointed to fill the vacancy at Lake City.

Sioux City, Ia.—Freeman Bradford, sec'y of the Sioux City Grain Exchange, was the principal speaker at the weekly luncheon of the Sioux City Real Estate Board Jan. 30. His topic was Sioux City as a grain center.—A. T.

Exira, Ia.—The Burnham Grain Co. is the new firm name under which E. L. Burnham is operating the elevators formerly known as the Gund-Sein Elvtrs. at this place and at Lorah and Brayton, and which he recently bot, as previously reported.

Sioux City, Ia.—A verdict of \$200 was returned by a district court jury in the case of the Trans-Mississippi Grain Co. against W. F. Walling. The company claimed breach of contract in which Walling failed to deliver some corn as scheduled. The company sued for \$400.

Correctionville, Ia.—The M. H. Spurgen Elvtr. has been bot by the Farmers Co-op. Co., which is a new company just organized this winter. The only other elevator at this point is that of T. S. Cathcart Sons. Leonard Bruger is mgr. for the Farmers Co. and I am mgr. for T. S. Cathcart Sons.—F. J. Higley, mgr. T. S. Cathcart Sons.

Marshalltown, Ia.—Harry B. Beatty, at one time in the grain brokerage business here, has become associated with Carhart Code Harwood Co. of Chicago to represent them in Iowa. He takes the place of Joe Vicek, who had covered Iowa for this company for more than 10 years and died of heart trouble on Jan. 1, as reported in the last number of the Journal.

Eagle Grove, Ia.—Funeral services were held Jan. 25 for Frank M. Joyce of the Joyce Grain & Coal Co. He was 52 years old. Previous to operating his elevator here he was connected with the Independent Grain Co. as mgr. of its plant at Woolstock, Ia. Surviving him are his widow, two brothers and two sisters. Many friends will mourn his passing.—Art Torkelson.

Ottosen, Ia.—Andrew Lovig, assistant at the Farmers Elvtr. here, had his back broken by a falling grain dump on the morning of Jan. 19. The dump had not been working satisfactorily and Mr. Lovig went down into the pit to repair it, when it fell suddenly. He is paralyzed from the waist down and little hope is held out for his recovery. He has a wife and six children.

Burlington, Ia.—We have just renewed our franchise to do business for another 20 years under the same conditions as before. We will not do a grain business, having discontinued that branch some years ago. Our present line is wholesale poultry, eggs and butter. We were originally in the grain business, which accounts for the name we adopted 40 years ago.—Iowa Grain & Produce Co., J. L. Gafford, pres.

Parkersburg, Ia.—I am now employed by the Rath Packing Co. of Waterloo, Ia., and will put my time in buying live stock. My failure was due to speculation, and will say this from experience that a man in the grain business should not speculate and use the market only as a hedge on his cash grain that he handles. Will be very much pleased to have any of my friends look me up if they ever happen to pass thru Parkersburg.—Glen H. Schuck. [Mr. Schuck, owner of an elevator, went into bankruptcy in January.]

Northwood, Ia.—O. J. Thompson, pioneer grain and live stock dealer of Worth County, died of heart disease Jan. 22. He was for years a resident of Meltonville, where he was in partnership with J. H. Huber. Later he moved to Northwood, purchasing the grain, coal and live stock business of P. G. Guidinger, which was managed under the name of O. J. Thompson & Son. They sold out later to engage solely in the live stock business. He leaves a widow, three sons and three daughters.

Shipshewana, Ind.—The warehouse of the Wolfe Grain Co. was recently robbed of 12 bags of clover seed.

State Line, Ind.—Fay R. Current, Eva M. Current and Victor V. Current have formed a stock company and taken a 10-year lease on the elevator at Allison Station, Ind. The new company will operate the State Line and Allison Station elevators under the firm name of State Line Grain Co., at State Line. Victor V. Current will be manager for the company.

Veedersburg, Ind.—W. E. Rooper, who was mgr. of the Boone Grain & Supply Co.'s elevator, recently sold to the Lebanon Grain Co., at Lebanon, has accepted the management of the Farmers Milling & Elvtr. Co. here. [This was wrongly reported as Fountain, Veedersburg p. o.]

Griffin, Ind.—No damage was done to the elevator proper in the fire which destroyed the 80-foot crib, together with wind trunking between elevator and crib. This crib was used as a dust and shuck and screening house. The fire started at about 11 p. m. on Jan. 13. Loss, about \$1,500. Lumber is now on the ground for rebuilding the crib, which we expect completed in about ten days, weather permitting.—Prices Elvtr. & Grain Co., L. M. Price.

Edgerton, Ind.—W. S. Bricker is mgr. of the Edgerton Grain & Coal Co. and has been since July 1. The capacity of the plant here is 40,000 bus. We do grinding, and have steam power. This company has been in business since 1923, being the successor of the Edgerton Co-op. Co. which was dissolved on account of finances and is now a farmer owned stock company, with 70 or more stockholders.—The Edgerton Grain & Coal Co., W. S. Bricker, mgr.

The Indiana Grain Dealers Ass'n has added the following new members since the dissolution of the Indiana Millers Ass'n last December: F. H. Wellman, Holland; Knecht Milling Co., Hartford City; Imperial Mills, Ross Hutchinson, Cambridge City; Sims Milling Co., Frankfort; Busenbark Grain Co., Crawfordsville; Ewing Mill Co., Ewing; J. C. Milner, Sedalia; Mayflower Mills, Ft. Wayne; Springer & Brooks, New Lebanon; Graham Farmers Elvtr., Washington; W. F. Fisher & Sons, Pittsboro; Consolidated Feed & Grain Co., Buffalo, N. Y.; Glenwood Grain Co., Glenwood.

## IOWA

Hawarden, Ia.—The Brunskill Elvtr. Co. has installed a complete feed unit.

Avoca, Ia.—Charles Bornholdt, miller and elevator operator, died late in January.

Jesup, Ia.—The Farmers Grain & Supply Co. has erected a modern fireproof office, 28x14 feet.

Carnarvon, Ia.—Ronald Meyer's elevator which burned down last fall is being replaced by a new one.

Pulaski, Ia.—D. B. McIntosh has opened a business under the name of the Farmers Produce & Grain Co.

Wightman (Lohrville p. o.), Ia.—The Hynes Elvtr. Co. is putting in some new equipment bot from the York Foundry.

Hamburg, Ia.—The Reid Elvtr. has been completely remodeled since its fire in December and is again taking in grain.

Des Moines, Ia.—A series of local meetings of the Western Grain Dealers Ass'n will be held as soon as the roads permit.

Highview (Webster City p. o.), Ia.—The Farmers Grain Co. has made repairs to its office and installed a 10-ton truck scale.

Bremer, Ia.—M. Goodenbauer has been appointed mgr. of the Farmers Co-op. Co., taking active charge the first of the year.—Art.

Cedar Rapids, Ia.—The Western Grain Dealers Ass'n will hold its annual meeting at this city Apr. 17 and 18 with headquarters at Hotel Roosevelt.

Pilot Mound, Ia.—Ernest Wolford has bot the elevator, formerly owned by the Farmers Elvtr. Co., at sheriff's sale for \$2,030 and will operate it himself.

Meriden, Ia.—Ray Miner, who was formerly the assistant at the Farmers Elvtr. Co. of Hobart, has been made mgr. of the Farmers Elvtr. Co. here.—Art Torkelson.

Sioux City, Ia.—S. P. Mason, general mgr. of the Terminal Grain Corp., and Charles Flanley, pres. of the Flanley Grain Co., attended the



Belle Plaine, Kan.—E. H. Teagarden, proprietor of the Teagarden Mercantile Co., whose plant burned last August, has moved to Manhattan.

Salina, Kan.—C. Stoecker, formerly assistant mgr. of the Hays City Flour Mills Co., is now in the office of the Robinson Wyatt Grain Co., succeeding A. D. Richter, who has taken a position with the Shellabarger Mill & Elevtr. Co., as previously mentioned. D. B. Simpson succeeds Mr. Stoecker at the Hays City Mills.

Wichita, Kan.—The W. H. Marshall Commission Co. of Kansas City has opened up a Wichita branch office to be managed by James F. Hughes, who has been in the Kansas City office of the company for years. Mr. Hughes has become a member of the Wichita Board of Trade and will retain his membership in the Kansas City Board also.

Topeka, Kan.—The following officers were elected recently at the annual meeting of the Board of Trade: Pres., Thomas J. Myers; vice-pres., V. P. Campbell; sec'y and treas., C. L. Parker. Directors: S. W. Grubb, Art McMahon and L. E. Howard; the hold-over directors are F. A. Derby, L. C. Grubb, F. W. Davidson and C. L. Parker.

Hutchinson, Kan.—Fred Vickers, oldest employee, in point of service, of the Consolidated Flour Mills Co., whose plant includes a grain elevator, died on Jan. 24. Mr. Vickers started in the milling business 20 years ago with W. H. Kinney, continued with it when it was bot by Jed Burns and became the Hutchinson Flour Mills Co., and still later when it became the Consolidated Flour Mills Co. he was made superintendent of plants. When the main offices were moved to Wichita last year he remained at Hutchinson as mgr. of the local plant. His wife died two years ago.

Topeka, Kan.—Grain dealers are urged to support House Bill No. 285 providing that landlords must file notice of liens upon crops before June 20 each year, with the register of deeds, the latter to furnish the grain dealers who apply for same on June 20 with a complete list. Sec. 3 provides that persons who have executed a mortgage shall give the buyer of grain an affidavit that the grain offered for sale is not covered by the mortgage. Sec. 4 allows the buyer to pay the farmer for grain if the landlord after notice from the buyer fails to come in and claim his money.

Topeka, Kan.—Grain shippers who are forced by law to patronize the grain inspection and weighing service of the state of Kansas are to be burdened with a contribution of 10 per cent of the fees collected toward the general fund of the state, which contributes not one cent to the expenses of the department, if the action of the ways and means com'tes of the legislature in recommending that 10 per cent of the fees be turned into the state coffers is approved by the governor. A protest to the governor in time may prevent a raise in the fee for inspection and weighing from 60 cents to \$1 per car.

## KENTUCKY

Shelbyville, Ky.—A windstorm in January did slight damage to the roof of the Climax Roller Mills.

Versailles, Ky.—The plant of the Farmers Union Mill was slightly damaged by wind in January.

Versailles, Ky.—Some guttering and roofing was blown off the mill of Gentry McCauley recently in a windstorm.

Loretto, Ky.—One side of the main roof of the mill of the Loretto Mill Co. was blown off in a January windstorm.

Springfield, Ky.—The plant of the Haydon Mill & Grain Co., Inc., sustained slight damage in the windstorm of Jan. 18.

Adairville, Ky.—Slight windstorm damage was done to the roof of the mill owned by Mrs. Myrtle Fugate Morrow and Elmer Tyler Jan. 26.

Pembroke, Ky.—The Pembroke Roller Mills suffered the loss of some guttering and several squares of roofing in the windstorm of Jan. 18.

Nicholasville, Ky.—We suffered a slight wind damage to our elevator, on Jan. 18, amounting to about \$1,000 to building and \$1,000 to stock. The roof was taken off but only slight damage was done to the machinery. Repairs are being made and business has been resumed.—The C. T. Ashley Co. [This was erroneously reported Nicholasville, Tenn.]

Madisonville, Ky.—We are the only carlot buyers of grain in Madisonville. Our neighbor, the Madisonville Milling Co., quit business in September, 1928, and its plant is closed.—Thomson's Mill.

## MARYLAND

### BALTIMORE LETTER.

Ross E. Smith, Hurlock Milling Co., is an applicant for membership in the Chamber of Commerce.

Charles E. Mounts, of the Baltimore branch of the Commander Milling Co., has applied for membership in the Chamber of Commerce.

Thomas J. Manning, age 52 years, died Jan. 27. He was assistant federal grain supervisor for about 11 years in the Baltimore office.

Blanchard Randall, Jr., age 34, has been elected pres. of the Chamber of Commerce for the coming year, being next to the youngest ever chosen for that position. He is a member of the grain exporting firm of Gill & Fisher, one of the oldest on the Atlantic seaboard, and which has furnished seven presidents for the chamber of Commerce since its organization in 1853. Other officers elected were: Vice-pres., A. W. Mears, and sec'y and treas., James B. Hessong, both re-elected. Retiring Pres. Henry M. Warfield gave a dinner, on Feb. 1, to the directors who had served under him during his term and to the past presidents of the Chamber of Commerce, at which time he was given a handsome silver pitcher and tray.

## MICHIGAN

Decker, Mich.—The Cass City Grain Co. suffered a slight damage by windstorm recently.

Kinde, Mich.—An up-to-date elevator is under construction here by the Bad Axe Grain Co.

Central Lake, Mich.—The mill of the Argo Milling Co. was damaged by fire apparently originating in the office, at 8:20 a. m., Jan. 23. Loss, about \$10,000; covered by insurance.

Battle Creek, Mich.—The Carpenter Grain Co.'s plant, the rear of which was burned in January, as reported at the time, is being repaired. Part of the stock can be salvaged.

Peck, Mich.—The elevator here which is leased by the Yale Elevtr. Co., was entered by thieves recently, who forced the lock of the door and made way with a quantity of flour and beans.

Minden City, Mich.—The Bad Axe Grain Co.'s elevator was closed here in December, and the chances are that it will not open for a while. This leaves only the Farmers Elevtr. Co. now operating here.—X.

Unionville, Mich.—Frank Bower, whose robbery of the Unionville Milling Co.'s elevator was previously mentioned, was sentenced to life imprisonment after confessing to that theft and several others, including elevators at Snover, Peck and Silverwood.

Detroit, Mich.—The addition to the mill of the Commercial Milling Co., which replaces the old building torn down to make room for the entrance to the new tunnel under the Detroit River, is about completed and machinery and other equipment will be installed at once.

Kinde, Mich.—In regard to the new elevator, we are building an up-to-date one in every way. The elevator proper is 30x70 with full basement, 16-foot machine floor and 25-foot bins. The retail warehouse is 30x80 and the sacked warehouse is 30x60 with a 28x30 bean picking plant over head to accommodate 50 girls for picking beans. We are installing a feed grinder with a magnetic separator, Monitor No. 6 Grain Cleaner, bean cleaner, two 100-bu. capacity hopper scales, one 2,500-pound dormant scale, Richardson Automatic Shipping Scale, Richardson Automatic Bagging Scale, two 15-duet automatic distributors, 11 air-jacketed motors, Hess No. 3 Direct Hot Air Drier, Sidney Manlift. All hangers are of the SKF type. The two main legs will be direct connected to motors by speed reducers. George W. Vasold has the contract for the labor. The elevator when complete with equipment will cost about \$45,000.—R. H. Kerr, mgr., Farmers Co-op. Grain Co.

## MINNESOTA

Breckenridge, Minn.—Alterations are being made at the plant of the Farmers Elevtr. Co.

Lake City, Minn.—Arthur Engh of Owatonna has been appointed mgr. of the Hunting Elevtr.

Frontenac, Minn.—I discontinued at Frontenac. Will not rebuild elevator.—O. E. Zimmerman.

Blue Earth, Minn.—Keith Johnson has succeeded Guy Simser as second man at the Farmers Elevtr. here.

Tyler, Minn.—P. K. Jensen has been appointed mgr. of the Tyler Co-op. Co. in place of Karl Hansen, resigned, having been former mgr. at Arco.

Comstock, Minn.—The Comstock Farmers Co-op. Elevtr. Co., re-incorporated; capital stock, \$25,000, at \$50 per share; incorporators: Christian Rheder, August Hicks, O. R. Koester, A. E. Billie, John V. Askegaard.

St. Paul, Minn.—The Farmers Union Exchange has leased a new municipal grain warehouse and the large Equity Elevtr. adjoining, planning to load barges with grain and feeds for shipment down the Mississippi River.

Litchfield, Minn.—G. S. Skiem has been elected mgr. of the Independent Co-op. Elevtr. Co., replacing J. E. Johnson, resigned, who was the mgr. for a number of years. Mr. Skiem came to Litchfield years ago, was mgr. of the Equity Elevtr., and organized the Independent Shipping Ass'n.

Montevideo, Minn.—I have leased the building of the Chippewa Mill from D. F. Chandler and will put in a hammer mill, batch and molasses mixer, etc. Will run by water power. I intend also to make chick feeds, do custom grinding, also oat hulling and corn cracking.—O. E. Zimmerman.

Cokato, Minn.—The Cokato Grain & Market Co. has bot the Equity Elevtr. here and has installed a small feed mill. They do not manufacture flour. They have no connection with the Cokato Mill & Elevtr. Co., which is the only company manufacturing flour here.—Cokato Grain & Market Co.

Winthrop, Minn.—William Klossner, a pioneer business man of this place, died, Jan. 10, at the age of 67. He built and operated the first flour mill here many years ago. Later he engaged in the grain business, in which he was active for 28 years in Winthrop, retiring several years ago. He is survived by a widow and five children.

Heron Lake, Minn.—Jacob B. Nimmerfro, aged 58, died of influenza on Jan. 13. He was manager and grain buyer for a number of different grain companies and elevators both in Iowa and Minnesota for many years. He returned to Heron Lake in 1922 and entered the employ of the Farmers Co-op. Elevtr. Ass'n as mgr. of its elevator here. A widow and four daughters survive him.

### DULUTH LETTER.

The Board of Trade membership of J. E. Patton has been transferred.

H. J. Atwood has been made a director of the Board of Trade to succeed C. C. Blair, recently elected vice-pres.

F. P. Heffelfinger, for the past three years with the Globe Elevtr. Co. here, has accepted a position with the Monarch Elevtr. Co., Minneapolis, where he will go in the spring.

Mr. Pierce, a well known Minnesota grain man, is now in the northwest corner of North Dakota where he is representing the W. C. Mitchell Co. of this city and Minneapolis.

The Duluth Grain Commission Merchants Ass'n held its annual election of directors on Jan. 22, with the following result: T. F. McCarthy, F. W. Falk, Carlisle Hastings, F. C. Tenney and W. W. Bleacher. T. F. McCarthy has been re-elected pres. and Carlisle Hastings vice-pres.

### MINNEAPOLIS LETTER.

The Minnesota Farmers Elevtr. Ass'n will hold its annual meeting at the West Hotel, Feb. 19 to 21.

L. H. Pinney, sec'y of the Minnesota Millers Club for 24 years, died early in February, at the age of 70 years. His father was a pioneer miller at Granite Falls, Minn., for many years.

The Archer-Daniels-Midland Co. announces that after Feb. 3 its general executive offices will be located in the Roanoke Building. The grain department will remain at 504 Flour Exchange.

The Minnesota Commission of Administration and Finance is authorized to sell, subject to the approval of the state executive council, the state testing mill at Minneapolis, under the terms of a bill recently introduced in the House of Representatives.



Edwin Noyes Dodge, age 65 years, engaged in the grain business in this city for many years, died on Jan. 22. He retired from active business about 17 years ago. He is survived by a son and a daughter.

The com'te to take up the matter of trading in stocks and bonds has been appointed by the Chamber of Commerce as follows: George P. Case, chairman; L. A. Howard, W. H. Dickenson, Frank Seidl, S. M. Archer and F. A. Hallet.

General Mills, Inc., has obtained Delaware charters for its following subsidiaries: Wichita Mill & Elvtr. Co., Wichita Falls, Tex.; Great West Mill & Elvtr. Co., Amarillo, Tex.; Waco Mill & Elvtr. Co., Waco, Tex.; Kell Mill & Elvtr. Co., Vernon, Tex.; Oklahoma City Mill & Elvtr. Co., Oklahoma City, Okla.; Perry Mill & Elvtr. Co., Perry, Okla.; El Reno Mill & Elvtr. Co., El Reno, Okla.

The remains of the Crown Elvtr., which was burned in 1927, were sold in August, 1928. The Crown Elvtr. Co., Inc., then erected storage tanks with a capacity of 500,000 bus. adjoining the Calumet Elvtr., owned by the Hallet & Carey Co., and using the Calumet working house for handling its grain. These storage tanks, being a part of the Calumet Elvtr., operate under that name.—The Crown Elvtr. Co., Inc., F. P. Wheeler.

The Atwood-Larson Co., a Minneapolis grain firm, was awarded a verdict of \$3,037.57 by a jury in the company's suit seeking collection of a note for \$1,950 with interest for nearly seven years from George Moebeck and Adolph and Adrey Fevig of Ulen. Testimony is said to have shown that the Fevigs signed the note in 1922 to cover a loan to Moebeck, their brother-in-law, from the grain company while he was operating an elevator in Syre.

General Mills, Inc., has bot out the Sperry Flour Co. of San Francisco, bringing an additional capacity of 13,600 barrels, 3,925,000 bus. terminal grain storage capacity, and 75 country grain warehouses with a storage capacity of 8,310,000 bus., to General Mills. The Sperry Co. has properties in California, Washington, Oregon, Idaho and Utah. Roy N. Bishop, who has been an important factor in the conduct of the Sperry Co., will continue with General Mills, having active control and management of the newly acquired Sperry properties. The total flour milling capacity of General Mills, upon the transfer of the Sperry properties, will be 87,700 barrels, comprising 21 mills; 30,463,000 bus. terminal grain storage capacity; 219 country elevators and grain warehouses with a grain storage capacity of 10,524,000 bus.; 7 proprietary feed mills; 3 cereal food products mills, and 74 branch offices and warehouses throughout the entire country.

## MISSOURI

Fulton, Mo.—The S. R. Yantis Milling Co.'s plant was slightly damaged on Jan. 22 by wind-storm.

Garden City, Mo.—The Breed Milling Co. is putting up a new tile office building, which it expects to occupy in a few weeks. This company recently installed a dump.

Boonville, Mo.—O. F. Kelley, for 10 years vice-pres. and sec'y of the Boonville Mills Co., was recently elected pres. of that company, succeeding E. S. Harte, deceased.

Joplin, Mo.—B. W. Waring, for the past five years connected with the Brand-Dunwoody Milling Co. here as sales mgr., has removed to Pleasanton, Kan., where he is general mgr. of the Blaker Milling Co.'s plant.

Gilman City, Mo.—Abram Ogden Gooding, familiarly known as "Audy," died Jan. 17, after a week's illness, aged 53 years. Since the beginning of the Farmers Mercantile & Elvtr. Co. of this city he had been its directing head. A widow, three children and a brother survive him.

St. Charles, Mo.—New motors have been installed in the local Rice Mill elevator, which has capacity for handling the entire crop raised in Lincoln and St. Charles counties, about 175,000 bus. Milling this crop is a four months' job for the plant, which employs a dozen workers.—PJP.

St. Joseph, Mo.—R. E. Hastings, pres. of the Grain Belt Mills Co. and otherwise identified with the Swift interests here, has been made executive vice-pres. of the Union Terminal Railroad Co. Louis L. Roesle, with the St. Joseph Public Elvtr. Co. since its organization, will be his assistant.—N. K. T.

It is rumored that Roy H. Monier, state grain and warehouse commissioner, is being considered for chairman of the state eleemosynary board to succeed Walter B. Fulkerson. If he is so appointed, Ralph Brissenden, chief clerk in the state grain inspection department in St. Louis, may be his successor.

St. Joseph, Mo.—C. W. Cargill has discontinued business as the Cargill Grain Co. and is entering the automobile accessory business. Mr. Cargill has been on the local Exchange since 1923, has served on important com'tes and was a director for two years. A complimentary dinner was given him on Jan. 22, with 35 attending.—N. K. T.

## KANSAS CITY LETTER.

Oscar T. Cook, Jr., third vice-pres. of the Wyandotte Elvtr. Co., has lost his father, Oscar T. Cook, aged 80, who died Jan. 23.

Farnum, Winter & Co. have moved to larger quarters in the Board of Trade Building in order to make room for equipment for stock and bond quotations, which they are installing in addition to their grain service.

The proposed amendment to the Board of Trade rules, which would have prohibited members from making sales of grain thru resident non-member brokers, was defeated by a vote of 61 for and 47 against, lacking the necessary two-thirds majority.

The Houston-Frederick Grain Co., a new concern dealing in cash grain and in futures, has been formed by J. E. Houston and A. B. Frederick. Mr. Houston was connected with the Bruce Bros. Grain Co. and has been a member of the Board of Trade for years.

Earl G. Wallingford, former pres. of Wallingford Bros., Inc., local grain firm which has discontinued business, has applied to have his membership in the Board of Trade transferred to the Mensendieck Grain Co., with which he is now associated in the cash grain department.

Creditors of Dilts & Morgan, who failed here in January, 1923, have received final payments on their claims, the delay being due to difficulty in liquidating several assets and in settling a federal income claim. Total payments were only a small percentage of the total obligations.

George Stevenson died Jan. 23, of acute indigestion, at the age of 69. He was the father of Harry Stevenson, of the grain department of the Flour Mills of America, Inc., and was himself a former member of the Board of Trade, having been associated with his son Harry in the conduct of the Stevenson Grain Co.

Altho the National Milling Co., of Toledo, O., a subsidiary of the National Biscuit Co., has not abandoned its plans of building a mill here, it will not build it this year, according to a report said to have come from Major Harvey J. Owens of New York City, connected with the purchasing department. The company still owns the site in North Kansas City.

The Kansas City Grain Club will call a special meeting in the near future to hear the complete report of James N. Russell, chairman of the security committee of the Board of Trade, regarding the formation of a stock exchange in connection with the grain exchange. S. P. Arnot, pres. of the Chicago Board of Trade, is expected to be present and tell of similar experiences in Chicago in organizing a stock exchange.

John N. Davidson, head of the defunct Davidson Mill & Elvtr. Co., has been expelled from the Kansas City Board of Trade which tried and found him guilty of uncommercial conduct. As operator of the Davidson Mill & Elvtr. Co., Mr. Davidson filed a petition in bankruptcy last November, following the flooding of the plant by high waters. Considerable loss to equipment and commodities in store was suffered at that time.

The contract for the addition to the elevator of the Kansas Flour Mills Elvtr. Co. at North Kansas City, previously mentioned, has been awarded to the Industrial Engineering Co. The addition will be made up of 36 concrete tanks 95 feet high and 20 feet in diameter and 24 interstice bins, making a total storage in the addition of 1,300,000 bus. The Industrial Co. will install the machinery and will also remodel the old house. The expenditure is expected to be about \$450,000.

## ST. LOUIS LETTER.

A membership in the Merchants Exchange sold last month for \$885, including 1929 dues and transfer fee.

Herbert J. Horstman, of the Bartlett-Frazier Co., and E. L. Rickel, of the Rickel Grain Co., have applied for membership in the Merchants Exchange.

W. F. Ryan, pioneer member of the Merchants Exchange and engaged in the feed business for many years in this city, died suddenly at his hotel on Jan. 21.

Merchants Exchange memberships transferred during January were as follows: Fred Schlafly, B. H. Essmuelier, F. C. Papendick, H. K. Dean, J. G. Sackmann, F. J. Oechsner.

L. W. Adler died late in January, following an operation in a hospital here, at the age of 72. He and the late Charles Valler were associated in the milling business in St. Jacobs, Ill., Mr. Adler being general superintendent of the Valler mills until their purchase by the Flour Mills of America, Inc.

The new protein laboratory of the Merchants Exchange, which opened for work Jan. 21, has had more requests for tests than was even dreamed of. Its official name is the Merchants Exchange Laboratory, and it is under the directorship of a com'te composed of L. F. Schultz, chairman, P. C. Knowlton and A. V. Imbs. Official certificates will be issued only on samples that have been submitted by the Merchants Exchange sampling department. Certificates will be issued on any sample submitted, but unless officially drawn will be stamped, "Sample submitted not officially drawn." The charge will be 50 cents per test.

## MONTANA

Great Falls, Mont.—The Royal Milling Co. is building a 60x160 addition to its mill. Work started Feb. 1.

Frazer, Mont.—A new 10-h. p. Fairbanks-Morse Engine has been installed in the elevator of the Imperial Elvtr. Co. Some repairs will be necessary to put the elevator in condition to handle the 1929 crop.—F. J. Williams, mgr.

Polson, Mont.—The Polson Milling Co. plant burned recently. Los, \$80,000; partly insured. It was a five-story frame building and contained 20,000 bus. of wheat and 1,700 barrels of flour at the time of the fire. It is said that the mill will not be rebuilt.

New members for the Montana Unit of the North Dakota Farmers Grain Dealers' Ass'n during January were as follows: L. L. Dean, Ledger; Equity Co-op. Elvtr. Co., Geraldine; T. E. Hegna, Gilford; Equity Co-op. Ass'n. Brady; Equity Co-op. Ass'n, Valler.

Helena, Mont.—Montana elevator men and grain dealers met with the house and senate com'tes on agriculture at the state capitol on Jan. 23, for a discussion of the proposed amendment to the warehouse storage certificate law which would require that protein contents of wheat be indicated on storage tickets issued by the elevator to the grain growers. Elevator men expressed their opposition to the measure, saying it would be impossible to redeliver to the farmer the identical wheat originally stored by him because of limited capacity for elevators to provide separate storage bins.

## NEBRASKA

Crete, Neb.—Mill "A" of the Crete Mills was slightly damaged by fire on Feb. 2.

Vesta, Neb.—J. Schleip is the new mgr. of the Farmers Union Co-op. Ass'n, succeeding L. Purdy.

Lisaco, Neb.—The Farmers Elvtr. Co. has installed a new leg belt and buckets bot from the York Foundry.

Hastings, Neb.—The Shultz-Gruis Grain Co. is building an elevator that is being furnished with York Foundry equipment.

Milligan, Neb.—Henry Rischling has been appointed mgr. of the Barstow Grain Co., to succeed Harry Petrask, resigned.

Omaha, Neb.—Aubrey L. Pomeroy, who has been connected with the Nebraska-Iowa Grain Co. for 22 years, died Feb. 8 at one of the hospitals here.

Funk, Neb.—I bot the Updike Elvtr., also the J. W. Anderson, and then sold them to Mr. Vancleve of Wilcox, who owns them both now.—E. E. Brooking.

Dawson, Neb.—Tom F. Ryan is mgr. of the Farmers Union Co-op. Ass'n's elevator, succeeding E. D. Morris who resigned when elected county commissioner.



Gresham, Neb.—The Gresham Grain Co. is installing an elevator for handling coal, which will unload the coal from the cars and load it into the wagons from the bins.

Dalton, Neb.—The loss sustained by the Anderson Grain Co. when its elevator burned recently, as previously reported, was about \$12,000, including \$5,000 worth of grain.

Plymouth, Neb.—Louis Pimper, mgr. of the elevator of the Farmers Elevtr. Co., was sick during January, during which time Raymond Benson took his place, but he is O. K. now and back at work.

Helvey, Neb.—The old elevator of the Farmers Union Co-op. Elevtr. Co. here was sold at auction recently and is to be wrecked and moved away, not having been used for several years. The company operates a new one.

Fremont, Neb.—Formal dissolution of the old Nye-Schneider-Fowler Co., which before its failure several years ago operated in this city as a large grain company, took place recently. Stockholders and creditors of the company are said to have lost more than \$2,500,000 at the time of the failure.

Cedar Bluffs, Neb.—E. F. Peck, mgr. of the Farmers Union Co-op. Ass'n, and who was the oldest mgr. in the state both in age and in years of service, died Jan. 8. He had worked in the same elevator since 1888, owned and operated by the same company, which was re-organized once but the personnel was the same except that younger men took the place of the older ones.

## NEW ENGLAND

Norwalk, Conn.—The Libner Grain Co., incorporated; capital stock, \$50,000.

Bedford, Mass.—The office of the Middlesex Coal & Grain Co. was recently robbed of \$500.

Boston (Brookline), Mass.—Roderic N. MacDonald, wholesale grain and feeds, has filed a voluntary petition in bankruptcy; liabilities \$35,439, and assets \$1,227.

A. W. Braisted of Bennington, Vt., was elected pres. of the New England Retail Grain Dealers Ass'n at its first annual meeting held in Boston, Mass., on Dec. 20, succeeding William N. Howard of Ware, Mass., the first pres. and one of the organizers of the ass'n. Other officers elected were: Vice-pres., F. B. Glover, Stamford Springs, Conn.; treas., Revere W. Kent, East Providence, R. I., sec'y, Lynne P. Townsend, Springfield, Mass.

## NEW YORK

Alexander, N. Y.—The roof of the plant of the Wells Birch Corp. was damaged during the windstorm on Jan. 18.

Buffalo, N. Y.—M. P. Ryley, pres. of the Globe Elevtr. Co., has moved to a new suite of offices in the Chamber of Commerce Building.

Buffalo, N. Y.—It is said that the International Milling Co.'s new elevator, plans for the erection of which were previously mentioned, will cost about \$220,000.

Buffalo, N. Y.—The Corn Exchange is said to have offered the use of its trading floor to the proposed Buffalo Stock Exchange, as a temporary arrangement, as it would not interfere with grain and feed trading on the floor.

Ft. Jackson, N. Y.—The Grow Milling Co.'s plant burned recently. Loss, \$30,000. On account of the intense cold it was impossible to save anything. Mr. Grow also lost his general store in the same fire, which broke out at night.

Sherman, N. Y.—W. A. Edmunds & Son's feed mill narrowly escaped destruction, in January, when fire swept the business section of the town. The mill took fire several times but the flames were put out with little damage to the mill.

Buffalo, N. Y.—George E. Pierce has disposed of his elevator interests and plans to open a grain brokerage office in the Chamber of Commerce this month. The Wheeler Elevtr. was bot by the Co-op. Grange League Federation from Mr. Pierce and others in the Western Elevtr. Ass'n recently.

New York, N. Y.—Henry Heinzer, statistician of the Produce Exchange, on Feb. 5 celebrated his fiftieth anniversary in that capacity, and in honor of the occasion he was presented with a fine traveling bag and an umbrella by his fellow employees. He started as a messenger when the Exchange was in the old building on Whitehall street.

New York, N. Y.—Sales on the securities market of the Produce Exchange reached 41,389 shares on Jan. 23—a new high record.

## NORTH DAKOTA

Minot, N. D.—The annual Northwest Poultry, Corn and Grain Show will be held here Feb. 13, 14 and 15.

Kuroki, N. D.—The Kuroki Elevtr. Co. is erecting a new elevator to replace the one burned down recently.

Gladstone, N. D.—Mail addressed to the Gladstone Equity Exchange is returned marked "Out of business."

Flushing (Inkster p. o.), N. D.—Mail addressed to the Flushing Farmers Elevtr. Co. is returned marked "House closed."

Armourdale (Elsbery p. o.), N. D.—E. C. Umbreit, mgr. of the Armourdale Equity Elevtr. Co., is said to have invented a new distributor.

Great Bend, N. D.—The new Farmers & Merchants Elevtr. has been accepted by the directors. It replaces the elevator burned last October.

Falkirk, N. D.—The Schulz Grain Co.'s elevator burned Jan. 26. Loss, \$40,000; covered by insurance. Grain to the amount of 20,000 bus. was destroyed.

Bottineau, N. D.—Arthur Pollman sustained an injury to his chest and a fractured collar bone when he fell 15 feet from an elevator scaffold early in Feb.

Berwick, N. D.—Mail addressed to the Berwick Farmers Elevtr. Co. is returned marked "Elevtr. destroyed by fire last fall and company now out of business."

Fordville, N. D.—The Fordville Co-op. Marketing Ass'n is installing a Bauer Hammer Mill, style No. 182, with a new diesel engine for power.—Ed M. Nielsen.

Balta, N. D.—Grover Drummond has gone into the grain business on his own account here. He has been the mgr. of the Esmond Equity & Trading Co., of Esmond, N. D.

Reynolds, N. D.—W. S. Benson, former mgr. of the elevator owned by D. J. Hennessey, has resigned his position and is said to have connected with the Farmers Union Terminal Ass'n of St. Paul, Minn.

Esmond, N. D.—M. A. Tange is the new manager of the Esmond Equity & Trading Co., succeeding Grover Drummond, resigned. Mr. Tange was formerly agent for the Farmers Grain Co. at Warwick, this state.

The North Dakota Farmers Grain Dealers Ass'n added the following new members during January: Killdeer Grain Co., Killdeer; Underwood Grain & Supply Co., Underwood; Regent Co-op. Equity Exchange, Regent.

Benedict, N. D.—The elevators here are the Benedict Farmers Co-op. Elevtr. Co., the Alex Harchanko Elevtr. Co. (independent), and the Osborne & McMillan Elevtr. Co. They may all three install electric motors soon.—E. C. Bohrer.

A bill instructing the industrial commission to call for bids on the Drake mill as soon as possible, and after 90 days' notice to sell the establishment to the highest responsible bidder, was ready for introduction in the House on Feb. 5.

Cogswell, N. D.—The F. C. Rector Elevtr. that burned to the ground late in December contained about 1,000 bus. of barley, some oats, rye and millet. This was an old landmark, having been in existence for 40 years. There are two elevators left here, those of the Osborne & McMillan Elevtr. Co. and ourselves.—Co-op. Grain Co.

Park River, N. D.—Clark S. Eaton, age 59 years, died at his home here after only a few hours' illness, on Jan. 29. He had been in the grain business for 35 years, during 20 years of which he was connected with the Farmers Elevtr. Co. here, being the grain buyer at the time of his death. He is survived by a widow, one son, two daughters, a brother and two sisters.

House Bill No. 94, intended to amend the law requiring the register of deeds to furnish copies of liens or mortgages to applicants concerning crop mortgages, has been killed in the House. By this bill the present law requiring a full list of all such liens would have been changed so that only liens of the current year would have to be listed. It was indefinitely postponed on adoption of the committee report.

Manfred, N. D.—A. L. LeGrand, manager of the Manfred Co-op. Grain Co., died recently.

House Bill No. 5, amending the 1927 grain storage law to provide 30 days' free storage instead of 20, and House Bill No. 19, carrying the same provision and prohibiting a maximum charge of more than 5 cents per bu. per annum instead of the present 10-cent maximum, and also abolishing the compulsory storage charge, are said to be doomed to defeat. At last report both bills had been referred back to committees and are not likely to appear again.

The Freeman-Northridge Bill, which places the management of the state mill and elevator in the hands of a commission of three men, passed the house, on Feb. 6, the vote being 63 to 49. The bill had been hotly debated, especially that provision requiring the appointment by the industrial commission of an auditor, who shall also be secretary of the mill commission. For the last four years the mill and elevator had been managed by the governor.

Grafton, N. D.—The Grafton Roller Mill property was sold to the Depositors Holding Co. on their bid for the complete plant, which includes the buildings and elevator, real estate, office and office furniture and machinery. An offer for the property was received from H. V. Daugherty of Williston, who is connected with the Jennison Mills of Montana and Dakota, where he has been mgr. for the last four years. Mr. Daugherty contemplates making immediate repairs on the mill property which will cost several thousand dollars, so that the mill can be put into operation as soon as possible.

The administration's Farm Storage Bill was presented to the senate state affairs com'te, on Feb. 5, with the suggestion that it be substituted for the measure introduced by the warehouse and grain grading com'te and be sent in as a state affairs bill. Consideration of the proposal was deferred until Feb. 7 and then again deferred for further study. This bill provides for the creation of a commissioner of inspection, who shall promulgate rules and regulations with the advice and consent of the railroad commission, which body also will control the expenditure of the \$25,000 appropriation asked for; it empowers the inspector to appoint deputy inspectors; provides for storage districts on petition of ten or more farmers, and fixes the fees for inspection at one-half of one cent per bu.; grain must be inspected for moisture, etc., by the state commissioner, a sample to be forwarded by the inspector; insurance against fire and tornado is compulsory, but the bill does not specify state insurance. It is believed that this bill will pass the senate, tho there may be some amendments submitted on the floor.

## OHIO

Cadiz, O.—Windstorm damaged the plant of the Cadiz Mills late in January.

London, O.—John B. Van Wagener's plant was damaged by a windstorm recently.

Ingomar, O.—The plant of Oliver Klepinger was damaged by windstorm in January.

Sabina, O.—The plant owned by the Rapps was damaged by the windstorm of Jan. 18.

Chatfield, O.—The plant of the Chatfield Equity Exchange Co. suffered windstorm damage on Jan. 25.

Galion, O.—The Galion Equity Exchange Co. has installed a McMillin Combination Wagon and Truck Dump.

Delta, O.—Lon Fetterman, mgr. of the Delta Farmers Co-op. Grain & Supply Co., died suddenly on Jan. 30, at the age of 60.

Fort Loramie, O.—Fort Loramie Milling Co. incorporated; capital stock, \$15,000; incorporators: Adolph Rateman, John D. Inderrieden, Edward J. Windeln.

Toledo, O.—Application for membership on the Produce Exchange has been made by Albert C. Hoffman, local mgr. for the Sheets Elevtr. Co. and G. E. Conkey Co..

Arcadia, O.—The Arcadia Elevtr. Co. was declared bankrupt by the federal court at Toledo early in January. This company is said to have figured in the failure of the Arcadia Bank.

Oak Hill, O.—The Oak Hill Milling Co. has been sold to the Gills Produce Co. of Gallipolis. The mill was owned by Morgan J. Jones of Jackson, J. Webster Jones of Linton, Ind., and the late Will J. Jones. It has been owned and operated by the Jones family for over 40 years.



Okolona, O.—Karl Helberg is now mgr. of the Okolona Grain Co., succeeding W. F. Ruetz, deceased, having been his assistant.

Toledo, O.—Members of the Exchange are getting ready to entertain the Farmers Grain Dealers on Feb. 21-22, and have arranged a fine program.

Columbus, O.—C. O. Garver of this city has been elected sec'y and treas. of the Ohio Millers State Ass'n to succeed the late Frank H. Tanner. Mr. Garver has been associated with mill and elevator mutual insurance companies in Ohio for about 17 years. The annual spring meeting of the millers ass'n will be held in Columbus, April 17 and 18.

## OKLAHOMA

Medford, Okla.—The elevator of Mrs. Harriette Hacker was burned on Jan. 30.

Sayre, Okla.—The J. E. McGrath Elvtr. Co. has opened up a feed mill in connection with its other business.

Holdenville, Okla.—W. R. Davidson & Co. of Waco, Tex., has opened a grain brokerage business here, in charge of L. R. Baker.

Three new grain elevators will be erected in Alfalfa County, Okla., according to the plans of the Oklahoma Wheat Growers Ass'n.

Enid, Okla.—The contract for the 2,000,000-bu. elevator of General Mills, Inc., to be erected here, has been let to Edwin Ahlskog of Chicago.

Oklahoma City, Okla.—There has been no development in the grain elevator proposition that is of interest at this time.—Stanley C. Draper, mgr., Oklahoma City Chamber of Commerce.

Hinton, Okla.—We purchased a 3-UX-J. B. Hammer Mill, 40-h. p. motor, and now have this in operation. We installed it in a separate building away from the elevator.—Zobisch Trading Co.

Chickasha, Okla.—The Chickasha Elvtr., J. B. Coker, mgr., is undergoing repairs and remodeling, which will give it added warehouse room, allowing separation of the flour and feed departments.

Oklahoma City, Okla.—Joseph A. Schmitz, former sales mgr. of the Oklahoma City Mill & Elvtr. Co., recently acquired by General Mills, Inc., has succeeded to the management of that company, here in place of T. C. Thatcher, now manager at Wichita Falls, Tex.

Pawhuska, Okla.—The Whitford Mercantile Co., wholesale grocers, succeeds the Whitford Grain Co., but the grain elevator will continue to operate as the Whitford Elvtr. Co. under the management of W. A. Whitford, and Charles A. Whitford will own and manage the mercantile company.

Marietta, Okla.—The Kimbell Elvtr. Co. of Ft. Worth, Tex., is reported to be willing to invest as much as \$12,000 in an elevator building and milling equipment here on condition that the town provide the site and railroad trackage for a spur to the elevator. The Chamber of Commerce has appointed a com'tee to take the matter up with the Kimbell Co.

El Reno, Okla.—Henry C. Hicks, former sales mgr. of the El Reno Mill & Elvtr. Co., recently acquired by General Mills, Inc., is the new manager of the El Reno plant. Karl E. Humphrey, formerly pres. of the company here, has removed to Oklahoma City and will be pres. and have general charge of the Oklahoma units of General Mills, including the elevator to be erected at Enid, as previously mentioned.

Purcell, Okla.—It is reported that no damage was done to the mill building or warehouses of the Oklahoma Terminal Elvtr. Co. in the fire of Jan. 15, previously reported, that burned two cribbed elevators. The loss was only partly covered by insurance. This plant was formerly known as the Purcell Mill & Elvtr. Co. and was sold about two years ago by W. E. Caldwell to Frank S. Gresham, at which time the name was changed to the Oklahoma Terminal Elvtr. Co.

## PACIFIC NORTHWEST

Sprague, Wash.—The Seattle Grain Co., owners of the Sprague Roller Mills, are reported to be planning the erection of a bulk grain elevator here.

Jerry (Asotin p. o.), Wash.—The Jerry wheat storage house burned during the third week in January. Loss to wheat and building, \$50,000. The milling plant, valued at \$30,000 and which stands about 100 feet from the warehouse, was saved.

Burley, Ida.—Jesse Brandt is now the mgr. of the Colorado Mill & Elvtr. Co.'s plant. He was formerly of Loveland and Caldwell.

Portland, Ore.—The new grain futures market here will be known as the Portland Grain Exchange after all. Altho objection was made to the name by the Oregon State Corporation Commission because of its similarity to the name of a grain company in Portland, a reversal was secured and the original name allowed to stand.

Seattle, Wash.—The Seattle Merchants Exchange gave a banquet Jan. 29 in celebration of the signing of a 20-year lease agreement in the new Exchange Building. Only a few years ago the Exchange was almost dead from inactivity, but in a short space of time it has taken on new life and forged ahead until it is now a real force in the business life of the city. The organization of the Seattle Grain Exchange was a great help in reviving the Merchants Exchange, also. The Seattle Stock Exchange and the Curb Exchange are developments of the past year.

Seattle, Wash.—At the recent annual election of trustees of the Merchants Exchange the following were chosen: S. C. Armstrong, George R. Carey, J. A. Pease, Thad R. Perry, C. B. Warren and S. Yamanaka, for two years. The holdover trustees are H. P. Chapman, W. E. Coman, W. C. Dawson, V. H. Elfendahl, A. A. Ryer and R. M. Semmes. At a meeting of the new board the following officers were chosen: Pres., Wilbur E. Coman; vice-pres., S. C. Armstrong; sec'y and treas., H. P. Chapman. Roger D. Pinneo continues as manager of the exchange.

Portland, Ore.—The Albers Bros. Milling Co. has recently acquired the Columbia Dock, adjoining its No. 2 and No. 3 docks, giving the company much needed additional berthing and storage space and making its total 900 feet. The Columbia Dock has been used for several years by Kerr, Gifford & Co., but as their new grain plant at the old Portland Flouring Mills is almost completed they have no further need for this dock. There is a report that at the expiration of the lease this summer of the Globe Grain & Elvtr. Dock, the Kerr, Gifford Co. will give it up also.

Grain inspection charges in Washington are unusually high, and as you will know all of it is chargeable to the producer whether he ships his own grain or sells it to you. Write the senators and representatives from your county asking that \$40,000 be appropriated to take care of the administration expense of the grain inspection department for the next two years. If we can secure this amount inspection charges could be reduced to 4 cents per ton bulk and 6 cents per ton sacked, which would put us on the same basis as Oregon, and in addition to this the department of agricultural would be in position to equip all inspection offices with the latest modern equipment.—Richard H. Stephens, Sec'y, Pacific Northwest Grain Dealers Ass'n.

## PENNSYLVANIA

Reading, Pa.—We make no flour, and with an interruption of only a few days following the fire on Nov. 25, the plant has been in full operation every day. Damage was confined principally to the loading platform and outside the plant proper, and rebuilding this and at the same time enlarging and entirely enclosing it did not in any way interfere with full operation.—F. S. Wertz & Son, Paul B. Wertz, sec'y.

Lewisburg, Pa.—The Valley Green Roller Mills, an old water power flour mill near here, owned by John Stees, was burned on Jan. 18. Loss, \$12,000.

While trying to sell some stolen wheat, three young men were arrested and afterward pleaded guilty to stealing grain from a dozen barns in Blair County and selling it to distant mills. They were sent to the penitentiary for two years.

Philadelphia, Pa.—At the annual meeting held by the Commercial Exchange on Jan. 29, the following were elected: Pres., Hubert J. Horan; vice-pres., George M. Richardson; treas., Samuel L. McKnight; two-year directors, Alfred J. Ball, Charles A. Devlin, E. D. Hilleary, James S. McVey, Robert Morris and David H. White. At the meeting of the board of directors two days later Ambrose B. Clemmer was re-appointed sec'y and Lorenzo Riley assistant sec'y. Kenneth C. Ivens was appointed traffic mgr. again.

## SOUTH DAKOTA

Gorman, S. D.—The Atlas Elvtr. with 42,000 bus. of grain, coal sheds and four box cars burned on the night of Feb. 2.—P. L. B.

Letcher, S. D.—Farmers Elvtr. Co., incorporated; capital stock, \$14,850; incorporators, M. P. Bates, M. G. Stekel, A. H. Hodva, William Ferguson.

Mina, S. D.—The Mina Equity Exchange will wreck both their elevators as soon as weather permits and build a new one in their place, also a coal shed and an oil house.—A. W. R.

Volga, S. D.—George O. Cotton and J. O. Sundet of the firm of Cotton & Sundet, grain and live stock, have dissolved partnership, Mr. Cotton buying Mr. Sundet's interests and continuing the business.

Beresford, S. D.—James Lambertson, mgr. of the Fleishman Malting Co.'s elevator, suffered four broken ribs and a fractured collar bone when he was crushed between a pillar and a loaded grain truck recently.

## SOUTHEAST

Petersburg, W. Va.—H. A. Alt, W. C. Halterman and Mason Roby will build a flour and feed mill on the Halterman lot here.

High Point, N. C.—Jones Feed & Grain Co., incorporated; capital stock, \$50,000; subscribed stock \$300; incorporators, J. F. Jones, G. H. Jones and J. E. Vaughn.

Atlanta, Ga.—W. C. Mansfield, pres. of the Atlanta Milling Co., died Jan. 24 of the flu, age 72 years. In 1898 he and John B. Whiteman established the Atlanta Milling Co. A widow, son, daughter, brother and sister survive.

Kosciusko, Miss.—The Attala Milling & Produce Co. is a new organization here handling grain, grain products and produce and manufacturing mixed feeds. The owners are J. Niles Boyd, J. O. Ashworth and J. R. Smithson.

Norfolk, Va.—J. M. & T. O. Gwaltney, Jr., Inc., incorporated; capital stock, \$100,000; consolidating the two businesses of T. O. Gwaltney, Jr., & Co., and J. M. Gwaltney Co. The new company will conduct a general hay, grain and millfeed business.



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## TENNESSEE

Greenback, Tenn.—The plant of the Trigonias-Greenback Mills burned on Jan. 31.

Nashville, Tenn.—George W. Wilkes, father of the late Sam C. Wilkes, for years one of the leading grain dealers in this market, died recently at his home in Huntsville, Ala., his body being brought to Nashville for burial.

## TEXAS

Chamberlain, Tex.—I expect to build an elevator here in the spring.—R. E. Harrington.

Stratford, Tex.—I have opened a branch office here and expect to build an elevator in the spring.—R. E. Harrington.

Sherman, Tex.—The Isbell Grain & Commission Co., incorporated; capital stock, \$5,000; incorporators, W. G. Cantrell, A. P. Furche, E. Isbell.

Plainview, Tex.—J. B. Nichols and J. W. Highsmith, who represent the Simpson Grain Co. of Quanah, have established an office here and are buying all kinds of grain.

Perryton, Tex.—I built a small elevator, capacity 3,000 bus., as this is my first experience in the grain business. If I make good I will build a real elevator, probably in the spring, depending on crop prospects.—J. M. North Grain Co.

San Antonio, Tex.—The Court of Civil Appeals of Texas has affirmed the judgment of the Bexar County Court for \$732.74 against R. N. Garrett, Sr., and others for failure to deliver two carloads of corn to the Cuero Mill & Feed Co.

Beaumont, Tex.—There was some discussion of a possible bond issue here to construct a terminal grain elevator in our city, but we do not believe anything ever came of the proposition, and so far as we know there is nothing definite at the present time.—Josey-Miller Co., C. C. Chinski.

Silverton, Tex.—Loss sustained by the Roberts Grain & Seed Co. in the recent fire, previously mentioned, was about \$10,000, partially covered by insurance. Two carloads of grain were in the elevator at the time and were a total loss. The fire occurred at 10:30 p. m. The elevator will be rebuilt.

Texas City, Tex.—With the foundation and filling completed for the new warehouse at the terminal here, work on the concrete superstructure will be rushed by C. R. Berry & Co., the contractors. A new grain elevator is also being built, the steel framework having been already extended to the waterfront.

Wichita Falls, Tex.—Joseph A. Kell has been appointed mgr. of the Wichita Mill & Elevtr. Co., recently bot by General Mills, Inc., from his father, Frank Kell. He succeeds T. P. Duncan, retired. It had been reported that T. C. Thatcher was the new manager of this plant, but he is the pres. of the four Texas units of General Mills, Inc.

## FT. WORTH LETTER.

Harry Johnson has resigned his position with the Transit Grain & Commission Co.

Tillery Grain Commission Co., incorporated; capital stock, \$75,000; incorporators, Oscar Tillery, James R. O'Daniel and E. Franklin.

The Kimbell Milling Co. has let the contract to the Jones-Hettelsater Construction Co. to install a 750-bu. Randolph Direct Heat Drier, which will be ready for operation early in March.

The Bewley Mills have let the contract and construction has already started on the erection of the 100,000-bu. addition to their grain elevator, to cost \$25,000, increasing the storage capacity to 500,000 bus. It will be of concrete, brick and steel, 48x105 feet, and 146 feet above the ground. Improvements are also being made to the company's mixed feed plant.

## UTAH

Ogden, Utah.—Charles A. Smurthwaite, age 65 years, died on Jan. 20, of acute dilation of the heart. He was a grain broker and the first cash buyer of wheat in the state.

Granger, Utah.—The Southworth Milling Co.'s plant, formerly known as the Bangerter Mill, was burned Jan. 26. Loss, \$10,000, which does not include the loss of 3,000 bus. of wheat besides. The mill was operated by electricity.

## WISCONSIN

Delavan, Wis.—C. W. Hess has bot an interest in the Hetzel Milling Co.

Pulaski, Wis.—D. B. McIntosh has opened the Farmers Produce & Grain Co. here.

Clarks Mills, Wis.—Clarks Mills Flouring Co., incorporated; incorporators, H. E. Huebner, C. E. Greene, and L. P. Fox.

Hixton, Wis.—The New Richmond Roller Mills Co. has taken over the Farmers Grain & Mercantile Ass'n elevator here.

Curtiss, Wis.—The O. & N. Lumber Co. did build a fine elevator here and are now the only feed dealers in town.—John Sturner.

Superior, Wis.—Sampling of grain cars that was formerly done at Cass Lake but discontinued Feb. 1, is now being done here.

Cameron, Wis.—A. Bergeran has leased the A. B. Hoff mill and elevator and will operate same in connection with his mill at Rice Lake.

Genoa City, Wis.—Producers & Consumers Co., Inc., incorporated; capital stock, \$35,000; incorporators, R. Guptell, A. Guptell, G. Schutte. To deal in flour, feed, etc.

Sparta, Wis.—We have just completed a modernly equipped mill for grinding and mixing of feeds with four concrete and steel tanks for the storage of grain. Intend to handle our own chain of stores and cater to the mixed car trade thru this territory. Will have a capacity of about 60 tons per day. In five years our business has grown from \$16,000 volume of sales to \$330,000 the past year, with bright prospects for the future.—Western Supply Co.

## MILWAUKEE LETTER.

Crandall & Beck discontinued business Feb. 1.

L. J. Beck, formerly of Crandall & Beck, has succeeded James Lawrie as mgr. for W. G. Moorhead & Co.

Milwaukee, Wis.—The rate of interest for advances on Bs/L during February has been determined by the finance com'te of the Chamber of Commerce at 6 per cent per annum.

A building fund will be created by the Chamber of Commerce under an amendment to the rules adopted Jan. 28 providing for a small charge to be paid by members on their floor trades in grain and other commodities.

The many friends of H. C. Plumb, sec'y of the Chamber of Commerce will be pleased to learn that he is back at his desk after several weeks confinement as the result of infection following a fall.

The following new members have recently been elected to the Chamber of Commerce: M. L. Annenberg, Joseph Free, John H. Black, Frank A. Lenicheck, John F. Stratton. The following memberships have been transferred: E. J. Koppelkam, A. J. Maly, Richard Teweles, Estate of Conrad Niederman, deceased, Charles H. Requa.

Lawrie & Larson, a new grain commission firm here, started business on Feb. 1, with quarters in the Chamber of Commerce Building, being a partnership between James Lawrie and Morton L. Larson. Mr. Lawrie has been active in the Chamber of Commerce since 1904. For 13 years he was with Henry Rang & Co., being mgr. of their Milwaukee office for two years. When Rang sold out to W. G. Moorhead & Co. about a year ago, Mr. Lawrie continued as Moorhead's mgr. until the end of last year. Mr. Larson has spent his entire business life in the grain business. Up to 1922 he was in the country elevator business, since which time he has been traveling representative for Henry Rang & Co., continuing in the same capacity for W. G. Moorhead & Co. during 1928. Mr. Larson will continue to give his whole time to calling on the country elevators, and Mr. Lawrie will be in charge of the Milwaukee end of the business. The firm is a member of the Chamber of Commerce and has applied for membership in the Grain Dealers National Ass'n.

## WYOMING

Greybull, Wyo.—Arthur Fletner has sold his elevator and is now on a four months' tour.

Gillette, Wyo.—Dick Stone, of Kirby & Stone, was married on Jan. 16. Good luck, Dick!—Billy Watson, Lucke-Gibbs Grain Co.

Lovell, Wyo.—We purchased the elevator from A. D. Pearson of Cheyenne, hence the name of the Wyoming Mill & Elevtr. Co.—Pearson Elevtr. Co., W. E. Pearson.

## Grain Carriers

THE BUFFALO Corn Exchange complaint against the B. & O. R. R. Co. will be heard at Buffalo Mar. 6 by Examiner Kettler of the Interstate Commerce Commission.

WOLCOTT & LINCOLN'S complaint, case No. 18949 against the Chicago & Alton, will be heard at Kansas City Mar. 6 by Examiner McGrath of the Interstate Commerce Commission.

PORT COLBORNE, ONT.—The steamer Berryton, one of the Canadian upper lake grain carriers, caught fire recently at the dock where she was tied up for the winter. Damage was estimated at \$12,000.

VICTORIA, B. C.—A new grain barge, 270 ft. long, with a depth of 12 ft. and three tracks having capacity for 17 cars, has been built at a cost of \$100,000 for use in transporting grain between Port Mann and the new elevator here.

HUTCHINSON, KAN.—Effective Feb. 15 the Missouri Pacific R. R. is effecting a ruling that switching charges, in or outbound, or both, are not to exceed \$2.25 per car for each switch move provided the Missouri Pacific lines receives the haul from the shipping transit.

OMAHA, NEB.—J. A. Kuhn, traffic manager for the Omaha Grain Exchange, announces a few complaints regarding car shortage and lack of grain doors. He urges shippers to Omaha suffering such troubles take the matter up with their Omaha commission firms promptly.

GRAIN and grain products were loaded into 48,149 cars during the week ending Jan. 19, a decrease of 754 cars below the corresponding week in 1928, but 3,675 above the same week in 1927. Western districts alone loaded 34,836 cars, an increase of 161 cars above the same week a year ago.

IT HAS been announced that Geo. R. Bassett, general agent for the American Barge Line Co. is planning to spend \$1,000,000 for additional floating equipment and another \$500,000 for terminal improvements on the Ohio river between Pittsburgh and Cairo, Ill., in the near future. Barges are now being operated by this company between Pittsburgh and New Orleans.

THE NORFOLK Southern R. R. has filed Fourth Section Application No. 13600 to establish a rate of \$1.30 per ton on cottonseed meal or cake and peanut meal or cake, in bags or bulk, carloads, from Edenton, N. C., to Norfolk, Va., and a rate of \$1.70 per ton on the same commodities between the same points for shipside delivery, disregarding the long and short haul provision.

IN NOT a single instance have we ever known an advocate of inland waterway development to face squarely and discuss frankly the question of whether the total cost of transportation by canal or improved river—including the taxes paid by the public—is likely to be more or less than by rail. Why do they always dodge this question? Because they dare not face it.—*Railway Age*.

PROTEST has been filed by the Chicago Board of Trade to the attempt of the Chicago & Alton R. R. to withdraw a hold over privilege in Chicago on shipments of grains east from Pekin and Peoria via Chicago, now pending before the Interstate Commerce Commission. Heretofore there has been no charge for this privilege but the railroad is seeking to make a rate from the loading point to Chicago and a new rate from Chicago to destination.

MINNEAPOLIS, MINN.—A nine-foot channel on the upper Mississippi river and sufficient equipment to handle the export grain tonnage, would place the Twin Cities in posi-



on to compete with Duluth-Superior for export grain the competition between the two markets would be reflected in increased prices to the producers in the northwest states.—Frank B. Townsend, director Minneapolis Traffic Ass'n, in hearing before Major Charles J. Hall.

**CORN ORIGINATING** at stations on the C. & A. railroad in Illinois, may be milled at Pekin, Ill., and manufactured into glucose, corn syrup, corn sugar, starch, corn oil cake, corn oil meal, gluten meal, or hydrol and shipped to points on the same road in Missouri, Louisiana to Kansas City, Ortiz to Jefferson City, inclusive, or points on connecting lines beyond Kansas City, at the thru rate on glucose from point of origin to final destination of the product plus 1½ cents per cwt. for extra service. This reduction is effective Feb. 22.

### I. C. C. Activities.

**The Farmers Exchange** of Metolius, Ore., has filed complaint, No. 21909 against the Spokane, Portland & Seattle Ry. Co. asking reparation for unreasonable rates on grain and products to Portland, Ore.

**Rehearing** on abandonment of lines by the Central Indiana railroad limited the authorization heretofore granted by the Commission to that part of the line from Advance, in Boone county, to Waveland Junction, in Montgomery county.

**In I. C. C.** docket 21877 and Subs. 1, 2, 3, and 4, Sheffield Elevator Co., of Minneapolis vs. Pere Marquette Ry. et al., the elevator company claims reparation on cull beans from various points in Michigan and Ohio to North Atlantic ports for export.

**I. C. C.** docket 21885 refers to Milroy Milling Co., of Milroy, Ind., vs. C. C. C. & St. L. Ry. The Commission is asked to order establishment of reasonable rates on grain and grain products originating in Illinois and Indiana, milled at Milroy and billed to destinations at Louisville, Ky., Cincinnati and Columbus, O.

**Dismissal** of No. 21282, Colorado Milling & Elevator Co. vs. Southern Pacific is recommended by Examiner Paul Coyle the rates charged on grain and products from Nebraska, Iowa and Eastern Colorado being found applicable as reshipped to McNeal, Ariz.

**I. C. C.** docket No. 18452, D. A. Stickell & Sons et al. vs. Pa. Ry., was decided Jan. 25, 1929. Assessment and collection of switching charges at Hagerstown, Md., on certain thru shipments of grain stopped under a transit arrangement and switched to off-line mills, were found to constitute overcharges. Reparation was awarded.

**In I. C. C.** docket No. 20104, Farmers Elevator Co. et al. vs. Chicago, Indianapolis & Louisville Ry., decided Jan. 26, 1929, the Commission found the rate on grain from Monticello, Guernsey and Yeoman, Ind., to Chicago, unduly prejudicial as applied on grain reshipped by lake or lake-and-rail lines. Prejudice was ordered removed.

**In docket** 16493, Beaumont Export & Import Co. vs. Louisiana Western R. R. et al., the I. C. C. decided carload shipments of corn from points in Nebraska, originally destined to New Orleans for export and reconsigned to Orange, Tex., for export, had been misrouted by the Missouri Pacific. Collection of undercharges was waived and the complaint dismissed.

**Docket** 20120, Rudy-Patrick Seed Co. et al. vs. Abilene & Southern et al., and docket 20147, Langelsdorf Seed Co. v. Santa Fe et al., was proposed dismissed by Examiner Wilbur. He found rates on carloads of millet seed between points in Texas, Colorado, Nebraska and Kansas and St. Joseph and Atchison, to Chicago, St. Louis and points taking the same rates, reasonable and lawful.

**A charge** of 2.5 cents per cwt. on wheat moved thru Kansas City, milled in Independence, Mo., and returned to Kansas City for delivery to a connecting line is reasonable because of the out-of-line haul, decided the Interstate Commerce Commission in the recent complaint of the Waggoner-Gates Milling Co. of Independence. The order in I. C. C. No. 3156 which suspended the proposed rates was vacated.

## Supreme Court Decisions

Digests of recent decisions by State and Federal Courts involving rules, methods and practices of the wholesale grain, field seeds and feedstuffs trades.

**BROKERS.**—Where stocks were delivered by customer to broker as collateral security for stocks purchased on margin, broker acquired no property right in collateral stocks, but was under duty to return stocks to customer when specific purpose for which they were delivered was accomplished, and receiver of insolvent broker was required to return collateral stock.—*Sargent v. Whitfield & Co. Court of Appeals of Kentucky.* 11 S. W. 926.

**BROKERS.**—In action against stockbrokers for breaches of contract for purchase of stock on margins and other contracts to purchase stock for actual delivery, complaint was not subject to demurrer, even though contracts of first class were void as gaming contracts under C. S. §§ 2144, 2145, as the other class of contracts was not within statute.—*Meyer v. Fenner & Beane. Supreme Court of North Carolina.* 146 S. E. 82.

**WAREHOUSEMEN.**—Initial carrier issuing B/L, of which it subsequently took assignment, together with draft, after connecting carrier's wrongful delivery, held not entitled to replevin the goods as against bona fide pledgee of warehouse receipt issued by warehouse company to which goods were delivered, since connecting carrier was plaintiff's agent and defendant had superior right of possession.—*Southern Pacific Co. v. Bank of America. U. S. Circuit Court of Appeals.* 29 Fed. (2d), 465.

**MORTGAGE ON CORN.**—Mortgage purporting to cover corn on certain farm held void, where there was no corn on such farm at time mortgage was executed and mortgage could not cover corn thereafter to be planted, in that it failed to state year in which it was to be grown. Where it was shown in action for conversion of corn that all of corn sued for was reduced to possession of defendants before plaintiff's mortgage was recorded, defendants ought not to suffer as for conversion as result of their act.—*Barnard State Bank v. Lankford. Kansas City Court of Appeals, Missouri.* 11 S. W. 1084.

**BANK ACTING AS AGENT FOR SHIPPER NOT LIABLE.**—Where drawer transmitted sight draft and Bs/L to drawee bank with instructions not to deliver bills until payment of sight draft, thereby making bank its agent, drawee bank's acceptance of check from drawee of drafts in payment thereof, and stamping same paid, and delivering over Bs/L to drawee, constituted payment thereof, where drawee had sufficient funds on deposit to pay check, notwithstanding fact check was not charged against drawee's account until after bank had closed its doors.—*Marland Refining Co. v. Penn Soo Oil Co. Supreme Court of South Dakota.* 222 N. W. 594.

**ARBITRATION.**—Arbitrator, not requested by party to arbitration agreement to act as

subscribing witness to his signature for purpose of taking his acknowledgment or otherwise, could not acknowledge arbitration agreement as subscribing witness to arbitrator's signature, under Civil Practice Act, § 1449, requiring arbitration agreement to be in writing, duly acknowledged or proved as deed to be recorded.—*Keppler v. Nessler. Supreme Court of New York.* 232 N. Y. Supp. 232.

**CARRIER LIABLE FOR DELAY BEFORE DELIVERY AT FINAL DESTINATION.**—Where initial carrier issued B/L to deliver interstate shipment at New York, and terminal carrier claimed right under tariff permitting routing to Jersey City, to compel acceptance of shipment at Jersey City and release from liability beyond that point, held, that tariff regulation was invalid under Carmack Amendment to Interstate Commerce Act (49 USCA §20 [11, 12], and initial carrier was therefore liable for delay occurring after shipment left Jersey City and prior to delivery at New York.—*Wishnatzki v. Great Northern Ry. Co. Supreme Court of New York.* 232 N. Y. Supp. 165.

**CHattel MORTGAGE SUBORDINATE TO SEED GRAIN NOTE.**—Brown gave to plaintiff a chattel mortgage upon crops to be raised upon land not owned by him and concerning which he had no lease. He told plaintiff that he could rent the land but that the crop would have to stand for rent and seed. Plaintiff immediately filed the mortgage. Brown then leased the land under a written lease with chattel mortgage clause covering the crops to secure the rent. He also procured seed under a seed grain note. Brown raised a crop which was sold to defendant elevator company and the proceeds used to pay for the seed, the 1926 rent, and \$69.70 upon another debt Brown owed the lessor. Plaintiff sued in conversion; held:

Plaintiff's mortgage was subordinate to the seed grain note and the lessor's chattel mortgage lease for the 1926 rent, but it was prior to the lessor's mortgage relating to other indebtedness.—*Massey-Harris Harvester Co. v. Moorhead Farmers Elevator Co., Supreme Court of Minnesota.* 222 N. W. 571.

### Illinois Farmers Grain Dealers Ass'n at Joliet.

[Concluded from page 170.]

Pontiac; E. A. Stauffenberg, Peotone; H. B. Steele, Fisher; Lewis Shreve, Farmer City; C. A. Stout, Moweaqua; A. B. Schuber, Gray-J. W. Overacker, Danforth; E. J. Olson, Granville; E. J. Overly, Morris, Lawrence Pittman, Atwood; C. S. Reeser, Benson; O. B. Robbins, Buckley;

F. W. Stout, Ashkum; J. E. Schumacher, Cabery; C. H. Stout, Gilman; M. P. Spence, Mont; S. S. Greer, Seaton; J. H. Schumacher, Verona; E. J. Steele, Weedman; Wm. F. Siemons, Danforth; J. R. Titus, Woodhull; E. A. Walker, Bethany; J. H. Weidner, Bethany; Joel H. Whitaker, Granville; G. A. Westlake, Elburn; Carl Weakley, Prentice; John P. Watkins, San Jose; C. W. Wellman, Ransom; J. D. Worsham, Sheldon; A. G. Zinor, Wyanet.

Chain store ideas could well be worked into the merchandising of side-lines by country grain dealers. Cash and carry, with special combination offers, dollar day, etc., are all in the cards. Professional department store merchandisers know to a fraction how much goods a population will absorb. Grain dealers can observe large-scale merchandising methods in newspaper advertising, and follow suit to advantage.

### Grain Claims Bureau, Inc.

Box 687, Station A. Champaign, Ill.

Freight claim savings of \$100.00 or more per year, are worth making. Audits are made on a percentage basis; no other costs whatever. If examination of your shipping records is permitted, it will save you money.

W. S. Braudt  
Aud. and Treas.  
Champaign, Ill.

Harry J. Berman  
General Counsel  
Chicago, Ill.



# Field Seeds

**JASPER, IND.**—C. A. Nicholson, county agent, has scheduled a seed school to be held here for the farmers and seed dealers of Dubois county on Feb. 13.—C.

**MADISON, WIS.**—The Wisconsin State Grain Show was held here Feb. 4 to 8. The 28th annual meeting of the Wisconsin Agricultural Experiment Ass'n was held in connection with it.

**SPOKANE, WASH.**—Washburn-Wilson Seed Co., of Moscow, Ida., has begun broadcasting 5-minute talks, each day except Wednesday, on agricultural subjects over station KHQ here.

**PORTLAND, ORE.**—Seedsmen of Portland held a local meeting on the evening of Jan. 17 for the discussion of local problems and preliminary plans for organizing a local seedsmen's ass'n.

**CHICAGO, ILL.**—F. E. Winans, A. L. Somers, J. E. Brennan, H. S. Faust, and F. G. Winter have been appointed to the arbitration com'te on grass and field seeds for the Chicago Board of Trade.

**COLUMBUS, IND.**—A new seed cleaner for recleaning clover, timothy, wheat and soy beans for seed purposes has been installed in the local plant of Archie Spurgin, who recently moved into new quarters.

**LOCKHART, TEX.**—Lockhart Seed Co. has filed trade mark No. 271,494 for Cottonseed for planting. The design includes a circular band bearing the lettering "Better-Bred" and inclosing a representation of a map of the state of Texas, which in turn incloses a heart-shaped design on which is imposed a representation of a pad-lock and key.

**BROOKLYN, N. Y.**—F. H. Von Damm recently installed interfloor conveying machinery, batch mixing and packaging units, and piling and recleaning units for seeds.

**FARGO, N. D.**—R. F. Gunkelman, sec'y-treas. of the Interstate Seed & Grain Co. and prominent in seed and grain ass'n's, both state and national, has been elected to head the Fargo Chamber of Commerce for 1929.

**LOS ANGELES, CAL.**—Retailing of seeds was one of the subjects discussed at the local meeting of the California Hay, Grain & Feed Dealers Ass'n held here Jan. 24. The meeting is reported elsewhere in this number of the Journal.

**THE ELEVATOR** operator who makes germination tests for his farmer patrons and thereby helps them to avoid sowing seed which will not grow gains their good will and helps directly to swell the volume of grain marketed at his station.

**CHICAGO, ILL.**—The executive com'te of the American Seed Trade Ass'n met at the Hotel Sherman on Jan. 18 and decided to make that hotel headquarters for the three-day annual meeting of the organization to be held June 26, 27 and 28.

**DORCHESTER, MASS.**—John Fottler, retired head of the former H. E. Fiske Seed Co., now known as the Perry Seed Co., died on the 23rd of last month at his home here. He was 85 years old. One daughter and four grandchildren survive him.

**NASH, N. D.**—The Nash Pure Seed Club has been organized here to encourage more planting of high quality seed. The officers are Gunder Midgarden, pres.; K. A. Thorsen, vice-pres.; Con. Lilligard (mgr. Nash Grain & Trading Co.), sec'y-treas.; Joe Thompson, club leader.

**THE CALIFORNIA** State Legislature now in session has had a bill introduced which seeks to nullify the disclaimer clause used by seedsmen, and hold the seedsmen responsible for the seed he sells. The Pacific States Seedsmen's Ass'n is taking action to prevent its passage.

**KANOTA OATS**, high producers in Kansas and California, are making an impression in west Texas. An order from there was recently received by the Agronomy Department of the Kansas State Agricultural College for 1,000 bus. This variety was developed by the Kansas Experiment Station.

**LAFAYETTE, IND.**—When seed is advertised for sale thru the public press, sale bills, or other circulars, such seed must be properly labeled to comply with the Indiana Seed Law, says H. R. Kraybill, state seed commissioner, in advice to Indiana farmers who may have seed for sale.—C.

**MANHATTAN, KAN.**—Farmers, county bureaus and vocational agricultural schools tested varieties of soybeans for hay and bean yield under Kansas conditions last season and found A. K. gave the highest bean yield and second highest hay yield. Manchou gives an excellent bean yield but is a small yielder of hay.

**AMES, IA.**—In the state corn and small grain growers show Ray Redfern of Yarmouth, Des Moines County, led all entrants in prizes won, winning 14 and the grand championship peck of oats. He took first prize for amateur peck of red clover seed. Alvin Sowers of Story City took first prize for amateur peck of sweet clover seed, and B. Obermeyer of Yarmouth for amateur peck of timothy seed.

**TOLEDO, O.**—John A. Smith has been appointed chairman of a com'te on Seed Inspection for the Toledo Produce Exchange, composed of Fred W. Jaeger, W. E. Stone, Harry Hirsch and J. W. Luscombe. Seed quotations are in charge of F. W. Jaeger, chairman, R. S. Burge, R. J. Wendt and Harry Hirsch.

**WASHINGTON, D. C.**—Commissioner Newton Bright of the Kentucky Department of Agriculture, has made a plea before the House Ways and Means Com'te urging the tariff on orchard grass seed be raised from 2 to 5 cents per lb. for the protection of domestic growers. Kentucky produces approximately 35% of the orchard grass seed grown in this country. Other producing states are Ohio, Virginia, Indiana and Missouri.

**SYCAMORE, ILL.**—A short time ago a representative of a Rochester, N. Y., seed firm called on us seeking to sell Janssen's Highly Productive Prolific Oats for seed, weighing 42 lbs. He claimed this seed would yield 115 to 120 bus., to the acre. We are wondering if any elevator operators were induced to buy. Can you give us the name of the firm putting out this seed or anything regarding their liability or the characteristics of this variety of oats?—Holcomb-Dutton Lbr. Co.

**CHICAGO, ILL.**—The John L. Kellogg Seed Co. is using the Warren Process for separating seed by flotation, which is a radical change from the usual screening, wind and gravity procedure, the separation being made by reason of the difference in weight of the seeds and weeds and the difference in the specific gravity of the solution as applied to the different seeds and weeds. The company is receiving correspondence from those with cleaning problems in grain, seeds and other commodities.

**ON REPORTS** that Marquillo wheat, a new variety developed by the Minnesota Experiment Station for spring wheat districts, described in the last issue of the JOURNAL, had been grown and sold in certain sections of Minnesota, Dr. Andrew Boss, vice-director of the station, issued a warning that none of this variety has been sold to any farmers as yet and that seed stocks will be issued for the first time in the 1929 crop season. Seed is being released to approved growers under a plan formulated by the station. Information regarding it can be obtained from the Minnesota Experiment Station, University Farm, St. Paul.

**THE MINNESOTA** Seed Law has a feature making it applicable to farmers trading between themselves as well as to dealers and wholesalers, which is a distinct step forward in bettering the qualities of seeds distributed to growers. The Minnesota Act requires labeling of the package to show (1) kind of seed and variety name, (2) percentage of purity, (3) percentage of total weed seed content, (4) state where grown and, if corn, the county where grown, (5) percentage of germination and date of the test, (6) the name and address of the source. Seeds with more than 2% total of weed seeds are forbidden to be sold for planting purposes.

## Imports and Exports of Seeds.

Imports and exports of seeds for December, compared with December, 1927, and the 12 months ending with December, are reported by the Bureau of Foreign and Domestic Commerce, in lbs. as follows:

	IMPORTS			
	December 1928	December 1927	12 mos. ending Dec. 1928	12 mos. ending Dec. 1927
Alfalfa .....	128,825	57,380	635,117	3,493,099
Red clover.....	1,026,826	571,104	6,564,896	7,284,696
Alsike .....	569,696	821,845	6,364,012	6,160,605
Crimson clover .....	198,477	13,080	3,045,647	1,245,993
Other clover.....	1,036,026	695,892	7,630,998	6,855,990
Vetch .....	379,834	197,006	4,243,397	4,210,543
Grass seeds.....	1,357,339	187,984	9,723,843	7,641,011
<b>EXPORTS</b>				
Alfalfa .....	75,249	221,794	781,920	1,393,474
Red clover.....	75,629	84,541	455,738	1,279,867
Other clover.....	54,015	319,881	389,951	792,734
Timothy .....	1,072,545	2,685,630	12,220,398	16,669,986
Other gr. seeds .....	370,318	1,334,471	5,257,668	5,639,642
Other field seeds .....	217,072	701,165	2,373,798	2,501,898

## Directory Grass and Field Seed Dealers AMARILLO, TEXAS.

Hardeman-King Co., field seed merchants.

### BALTIMORE, MD.

Wm. G. Scarlett & Co., wholesale and merchants.

### CHICAGO, ILL.

Johnson, Inc., J. Oliver, field seeds.  
Kellogg Seed Co., John L., field seeds.

### CINCINNATI, OHIO.

McCullough's Sons, The J. M., field and garden seeds.

### CONCORDIA, KANS.

The Bowman Seed Co., wholesale field seeds.

### COUNCIL BLUFFS, IOWA.

Council Bluffs Seed Co., seed corn, nothing else.

### CRAWFORDSVILLE, IND.

Crabbs Reynolds Taylor Co., grass and field seeds.

### KANSAS CITY, MO.

J. G. Peppard Seed Co., field seed merchants.  
Rudy-Patrick Seed Co., field seed merchants.  
Tobin-Quinn Seed Co., Missouri Blue Grass.

### LIMA, OHIO.

Ackerman Co., The, wholesale grass field seeds.

### LOUISVILLE, KY.

Louisville Seed Co., clover and grasses.

### MILWAUKEE, WIS.

Courteen Seed Co., field seeds.  
Kellogg Seed Co., field and grass seeds.  
North American Seed Co., wholesale grass & field seeds.  
Teweles Seed Co., L., field and grass seeds.

### MINNEAPOLIS, MINN.

Northrup King & Co., field seeds.  
Minneapolis Seed Co., field seed merchants.

### ST. JOSEPH, MO.

Mitchellhill Seed Co., wholesale field seeds.

### ST. LOUIS, MO.

Cornell Seed Co., field-grass-garden seeds.  
Mangelsdorf & Bros., Ed. F., wholesale field seeds.



PHILADELPHIA, PA.—Joseph F. Bradley, manager of the farm and grass seed department of Henry F. Mitchell Co., recently passed away. His department has been placed in charge of Lewis A. Roth, who has been associated with the company for many years.

NASHVILLE, TENN.—John E. Potter, vice-pres. of McKay-Reece Co., wholesale seed dealers, passed away on Jan. 10. He had started in the seed business in 1886 with Bradley & McKay, which firm was later reorganized under the name of McKay-Frith & Langham. When McKay-Reece & Co. was organized in 1895 Mr. Potter was made one of the partners and on the death of Mr. Reece in 1916 he was made vice-pres. His many friends in the trade extend their sympathies to the bereaved wife and two sons.

Washington, D. C. — Importation of American livestock and hay and straw for feeding purposes has been prohibited by the British Government because of the outbreak of foot and mouth disease in California.

## Scabby Barley Good for Seed if Cleaned.

After attempting to feed their 1928 crop of scabby barley to pigs many farmers are asking whether it will be safe to sow cleaned or treated seed from this crop. In many instances pigs refused to eat the barley and when forced to do so became sick. Scab was probably the cause of the trouble. Experiments are in progress to determine if the scab fungus is the actual cause of the trouble.

Germination tests are showing that 80 to 90 per cent of the best cleaned seed will grow. This is fairly good germination, and if all the shriveled scabby grains are screened out a fair stand may be expected from the usual seeding.

The shriveled grains are mostly caused by scab and carry the disease, and if not removed become a source of reinfestation. For this reason the seed should be thoroughly cleaned to remove all scabby grains.

No treatment of seed to control scab has proved wholly satisfactory.

The past season was particularly favorable for the development of scab, and the scabby condition of the grain is thought to be responsible for the ill effects from feeding it. Since the trouble was an unusual one the cause and ways of overcoming it were not known. If the cleanest possible seed is used serious trouble is not likely to recur.—*Ohio Agri. Exp. Station.*

## Seed Movement in January.

Receipts and shipments of seeds at the various markets during January, as compared with January, 1928, were as follows:

### FLAXSEED

	Receipts		Shipments	
	1929	1928	1929	1928
Chicago, bus...	54,000	142,000	.....	2,000
Duluth, bus...	18,444	142,719	76,263	296,444
Ft. Wm., bus.	87,233	239,164	32,124	12,835
Milwaukee, bus.	20,100	31,800	4,290	.....
Minneapolis, bus.	373,440	716,130	230,440	263,980
New York, bus.	259,000	.....	.....	.....
Sioux City, bus.	.....	11,000	.....	.....
Superior, bus.	83,846	330,630	63	14,171

### KAFIR AND MILO MAIZE

Houston, bus...	.....	.....	120,571	162,503
Hutchinson, cars	543	372	.....	.....
Kans. City, bus.	855,800	696,300	481,000	487,000
St. Louis, bus.	144,000	128,400	78,400	82,800
Wichita, bus...	54,600	30,000	35,100	6,000

### CLOVER

Chicago, lbs...	790,000	1,557,000	378,000	1,535,000
Milwaukee, lbs.	167,457	325,384	444,545	103,712
New York, bags	.....	.....	5,760	.....
Toledo, bags...	1,678	2,894	2,893	2,457

### TIMOTHY

Chicago, lbs...	820,000	1,170,000	395,000	1,053,000
Milwaukee, lbs.	373,970	39,200	97,863	126,865
Toledo, bags...	781	724	890	645

### SORGHUMS

Cincinnati, bus.	4,200	1,400	.....	.....
Ft. Worth, cars	935	773	160	44
New Orleans, cars	26	4	.....	.....

### CANE SEED

Ft. Worth, cars	108	104	.....	1
Kans. City, bus.	54,050	23,000	27,600	12,650

## Alsike Tariff.

A brief has been filed before the House Ways and Means Com'te by the Farm Seed Ass'n of North America urging no changes be made in the tariff on Alsike.

Exhaustive study shows United States finds it necessary to import an average of approximately 7,000,000 lbs. of alsike annually to supply the domestic demand on the part of farmers and that this seed is now admitted at 4 cents a lb. tariff, practically all of the imports coming from Canada.

On the other hand United States produces a surplus of approximately 3,000,000 lbs. of timothy seed which finds its market in Canada and is admitted there at only 10% ad valorem.

Material changes in the tariff structure on alsike may cut off the alsike supply and if Canada retaliated by increasing her duty on timothy United States would be left with a surplus of this commodity on her hands. This situation is now in balance, and the farm seed ass'n believes it should remain so.

## Smut Resistant Oats.

Markton oats, with which experiments have been conducted in the far west for some years, have proven their smut-resistant qualities in sections where covered smut is very difficult to control. The plant has a short to middle-tall, erect stem with branching panicles. The kernels are long, slender and thin-hulled with a yellowish-white color. The proportion of hull to kernel is 26.8%.

D. E. Stephens, superintendent of the Oregon Experiment Station at Moro, Ore., first recognized the possibilities in this variety which was then used in nursery rows. He undertook its development and the variety has since proven a consistent high producer in the Columbia Basin dry-farming wheat districts as well as on irrigated and sub-irrigated lands.

## Seed Corn Deceptive.

Prof. H. D. Hughes, head of the farm crops department of the Iowa State College, has found that ear and kernel characteristics have no bearing on yield of corn.

Well-filled butts and tips, kernels with large germs, and ears of perfect cylindrical shape have little to do with yield. This conclusion was reached as the result of tests conducted over a three-year period at Iowa State College experiment plots.

No evidence was found in the tests to justify choosing seed corn with special emphasis on any one characteristic or group of characteristics. That the yield per acre is not influenced by special attention to ear and kernel characteristics should not deter corn breeders in attempts to grow perfect ears of corn.

Line breeding of corn also fails to produce appreciable gains in yield. It has been found, however, that a cross of two line-bred samples that have been self pollinated for at least six years often will produce a high-yielding hybrid corn. Not all pure lines when crossed, however, will give the desired results.

Hope of development of higher yielding varieties is centered in the production of hybrid corn from line-bred parents, according to Professor Hughes.

The colleges and schools are 15 years behind the economic progress of the nation said Chris L. Christenson, chief of the division of co-operative marketing of the U. S. D. A., when urging Illinois farmers assembled at Danville Jan. 31 to inaugurate their own research and information services. "The farmer must throw away his cloak of individualism to meet changing conditions."

## New Seed Trade Marks.

KANSAS CITY, MO.—Trade mark No. 269,857 has been issued to the J. G. Peppard Seed Co. for lawn-grass seed. It is an ornamental design of the word "Pep."

## Pure Seed Grain

FROM ADDRESS BY B. E. GROOM BEFORE NORTH DAKOTA FARMERS GRAIN DEALERS ASS'N.

This pure seed campaign now under way is but one of five farm development programs that the Greater North Dakota Ass'n is sponsoring.

At an early date it was decided that the only varieties that we would use were marquis and Ceres wheat; Kubanka and Mindum durum; Victory and Gopher oats, with Green Russian advised for the northeast section of the state; Buda, Linota and Bison Flax; Manchuria barley for market purposes, Trebi for a feed barley, and a limited amount of Hannchen for certain areas in western North Dakota. It was also agreed that any seed we put out must be 99.9% pure, as to variety.

In this seed project we have followed the policy of all of our other farm campaigns. We believe that the greatest gain that will be made by farmers in their grain production will come thru the growing of the varieties of grain that on the average yield the most and are the kind that the market will pay the best money for. That portion of the problem of farm relief is within the power of each farmer to control and we fail to see where any marketing system is going to greatly help him, if he does not have the kind and quality of grain that the market demands and no legislation can be highly beneficial to producers of inferior and off-grade grains.

"STICK TO STANDARD VARIETIES" is the slogan that our field force presents at each meeting. We understand that this is not at all satisfactory to those who are in the business of exploiting new varieties at either fair or fancy prices. We believe that the agricultural college, the experiment stations, demonstration farms, seed growers and specialists are the ones to try out the new varieties before farmers buy them for market purposes.

SEED FRAUDS.—We have had in this state a whole lot of stuff exploited at from \$5.00 to \$15.00 per bushel that was a failure in farm production and is largely responsible for the numerous mixtures going to market at losing prices. However, the idea of new varieties still has a wonderful appeal. Only a few weeks ago one of our field men told of meeting a farmer, who had just purchased seed oats at the rate of \$10 per bushel but by taking five bushel for \$50 was given an extra bushel. This farmer had been given to understand that these new oats were a cross of sweet clover and oats, as absurd a proposition as that of increasing our fur business in North Dakota by crossing polar bears with prairie jack rabbits.

SEEDSMEN AIDING.—In this campaign for pure seed of standard varieties the North Dakota seedsmen and seed growers came in and volunteered to help. An arrangement was worked out by which the seedsmen agreed to buy lots of grain that we wanted and which were approved by the agronomist of the extension department. All seedsmen and growers agreed on a margin for purchasing, storing, recleaning, bagging and shipping this seed on our orders. Through that system we have had at our disposal approximately 50,000 bushels of pure seed and we are selling 99.9% pure seed oats at 80 cents to a \$1.00; barley at \$1.00 per bushel, wheats from \$1.70 to \$2.00 and flax at from \$3.25 to \$4.10. We think these are very reasonable prices for 99.9% pure seed grain. Unfortunately we are unable to secure some of the varieties wanted. While North Dakota has produced millions of bushels of Kubanka durum we have not been able to locate a single lot that is 99.9% pure and we are not selling Kubanka. We are also short on pure lots of oats and barley. There is a lot of good commercial seed offered but the purity test has eliminated four out of every five samples offered us and we do not think it advisable to sell commercial.

[Concluded on page 193.]



## Care of Hand Fire Extinguishers

By C. W. GUSTAFSON,

Chief Engineer Mutual Fire Prevention Bureau

A fire extinguisher of the hand pump type employing carbon tetrachloride as the extinguishing liquid, if not properly cared for, becomes little more than an ornament about a mill or elevator. On the other hand, such an extinguisher when kept in proper working order is a most useful adjunct to the fire fighting facilities of the plant, coming next in importance, probably, to the old reliable water barrels and buckets. Carbon tetrachloride extinguishers are particularly required to be provided in locations accessible to all electric motors, internal combustion engines and in places where oil is stored or handled.

Unlike the liquids used in other types of extinguishers such as the soda-acid and others, the carbon tetrachloride liquid does not deteriorate with age and may be left in the extinguisher for years without losing any of its effectiveness. There are records available that show that a carbon tetrachloride extinguisher had hung in one location for nine years without appreciable loss of liquid and without deterioration.

Reports come in occasionally, however, which seem to indicate that such extinguishers have become practically worthless through plugging up of the discharge nozzle or sticking of the pump mechanism. Investigation of these reports showed that in practically every case the failure was due to intentional or accidental abuse of the extinguisher.

One of the most common abuses which has come to our attention is the filling of extinguishers with an inferior grade of carbon tetrachloride. If this liquid contains any water or other impurities, the mechanism in the extinguisher is sure to corrode and in a short time the extinguisher is of no use whatever as a fire extinguishing device. Some plant owners, in an endeavor to save a few cents on the cost of refilling their extinguishers, purchase the liquid from a chemical supply house and do not specify that the liquid shall be chemically pure. Such economy soon becomes expensive and complete replacement of extinguishers is the result. The best protection is to purchase the liquid from the manufacturer of the extinguisher, thus assuring that you are securing the correct liquid for the extinguisher.

IN REFILLING extinguishers fill them from the can in which the liquid comes, using a small funnel to prevent spillage. If it is necessary to use any other vessel in filling, use one of glass if possible. In any case, be sure it is *absolutely clean and dry*. Water or impurities in the extinguisher is sure to cause trouble.

Obviously, when an extinguisher is hung in a dusty location, possibly exposed to moisture there is a possibility of dust collecting in the discharge nozzle of the extinguisher. A small diameter wire can be used to good advantage in cleaning out the nozzle, but this must be done with extreme care to prevent damage to the valves located just above the nozzle.

It is a good plan to detail a man to test all extinguishers at least once each year. This test should consist of making two or three strokes with the pump of the extinguisher to see that the pump mechanism works smoothly and that the liquid is discharged without being sprayed in all directions. If the extinguisher operates properly, it should be filled full and rehung in its proper place. If the pump mechanism sticks, it is a certain indication that liquid containing water or impurities has been used in the extinguisher at one time or another and that the parts are corroded sufficiently to necessitate overhauling or even replacement of the device.

If the liquid does not issue from the nozzle as it should, there is probably dust or some other obstruction in the nozzle which can be cleaned out. Some plant owners, in order to save liquid, discharge the extinguisher into a pail or other vessel, and then pour the liquid

back into the extinguisher. Here again we have the danger of water or impurities getting into the liquid through use of a dirty pail or one which is not thoroughly dry and unless special care is taken to use a clean, dry pail this method of testing is not favorably looked upon.

Occasionally, we hear of an extinguisher from which evaporation or leakage has been excessive, but in such cases it is usually found that the handle has not been completely turned to the "off" position.

It is important that all extinguishers be filled immediately after they have been used. An empty extinguisher in a plant is worse than none at all, for it creates a false sense of security and results in a waste of valuable time should a fire occur.

IN CONCLUSION, let us repeat that a carbon tetrachloride extinguisher is a valuable first aid fire fighting device in a mill or elevator, but like any other piece of equipment it becomes worthless if abused. Therefore, to get full value out of your investment in such devices, be sure that nothing but chemically pure carbon tetrachloride is used in it, and that each extinguisher is tested at least once each year.

**The Gold Dust Corporation** announced Feb. 6 that it had obtained the deposit of more than the required 51 per cent of the stock of the Standard Milling Co. for the merger of the two companies. The milling company has several large subsidiaries and controls large grain elevator capacity.

**Baker, Ill.**—Becoming dissatisfied with oil lights the Farmers Elevator Co. here evolved a tiny electric light plant by taking the generator from an automobile and hooking it up to the gas engine. This keeps a battery charged and the battery runs 6-volt lamps in the office and the elevator.

## Books Received

"OUR RED BOOK" for year 1928 contains statistical information relating to stocks, cotton, grain, provisions, live stock, seeds, crops, imports, exports, etc., of principal countries for the year 1928. It is indexed in detail for ready reference. Information is included on how trading is conducted on the Chicago Board of Trade, official standards for wheat at all markets, daily prices, inspections, visible supplies, crops, etc. Published by Howard, Bartels & Co., Inc., Chicago, Ill.

**THE GRAIN TRADERS' GUIDE** to the method of trading in grain futures, an explanation of grain terms and statistics concerning grain crops, explains in simple terms such technicalities as: Cash trades, futures trades, hedges, use of future markets by farmers, speculative investments, relationship between world's grain markets, futures and delivery months, method of trading, brokerage commission, margins, giving of buying and selling orders and kinds of orders, how trades are made, the clearing house, the terms applied to traders, general trade terms, market conditions, harvest time for wheat, and statistical information regarding price ranges, shipments, etc. A very informative booklet. Published by Dawson Richardson Publications, Ltd., Winnipeg, Man. Price, 25 cents.

**KANSAS State Grain Inspection and Weighing Department** biennial report ending June 30, 1928, is a very instructive pamphlet covering the important work done by this branch of the state government, giving detailed statement of revenues and expenses, an historical sketch of grain inspection, the methods of the weighing department, a list of the industries at which weight certificates are issued, a list of the numerous local bonded warehouses, a compilation of the number of elevators and of mills in each county and their capacity and an explanation of protein testing. This booklet of 50 pages is handsomely illustrated and its carefully prepared text matter is most creditable to Chief Inspector F. M. Fink.

## Supply Trade

ADVERTISE largely — courageously — the things that people want and will be helped by owning.

**TORONTO, ONT.**—Fafnir Ball Bearing Power Transmission equipment will be manufactured and distributed in the Dominion by the Dodge Mfg. Co. of Canada, Ltd.

**ITHACA, N. Y.**—Grain elevator operators who are interested in more efficient drives for their elevator heads should write for the booklet issued by the Morse Chain Co. giving complete information relative to Morse Double Reduction Drives for elevator heads.

**NORTH PLYMOUTH, MASS.**—Binder twine is a very profitable side line for a country elevator, especially those located in the surplus wheat producing states. Readers of the Journal who are interested in handling binder twine as a sideline should communicate with the Plymouth Cordage Co., asking for their special dealers' proposition.

**SIDNEY, O.**—The latter part of January, the salesmen of the Sidney Grain Machinery Co. held a two-day meeting in the Wagner Hotel, this city. This company now has salesmen covering Michigan, Indiana and Ohio. In addition to its own complete line of elevator machinery, they represent a number of the leading elevator machinery builders.

**THE HOWARD Corporation** has been organized at Minneapolis to furnish fumigation service to mills and grain elevators. The corporation plans to establish branch offices in leading milling centers and to furnish continuous service thru regular inspections with thorough clean-ups. Research will be conducted in the Howard laboratory to determine efficacy of fumigating materials and methods.

**SPRINGFIELD, O.**—Catalog No. 108 is being distributed by the Bauer Bros. Co. and explains in detail the company's very extensive line of feed grinding and mixing equipment as well as corn crackers and grinders, ear corn crushers and grinders, and ear corn crushers. This catalog also lists accessories needed in the installation and operation of this equipment. A copy of this catalog will be sent to Journal readers who write requesting it.



## Ice Is A Poor Fire Extinguisher

You can't put out a fire with ice. Yet that's what you may have to try during the winter, if you don't plan to fix the fire barrels so that the coldest weather will not freeze them. Better plan now to beat old King Winter.

Write for full particulars to

**Carbondale Fire Protection Co.**  
Carbondale, Pennsylvania



## A Combined Corn and Small Grain Cleaner.

Hitherto it has not been possible without incurring loss of time and labor in changing screens to clean corn as well as wheat, barley, oats and other grains on one machine.

Every operator of a one man house who knows how large are the profits accruing from proper cleaning of grain before shipment and sale will be pleased to learn that a machine has been perfected requiring only the turning of a valve to divert the grain to the screens it is desired to use to make a change from corn to wheat.

The frame of the machine is of heavy maple timbers, while prime quality poplar is used for front and rear vacuum chambers, blowers, air ducts, suction trunks and feed box.

A perfect counterbalancing of the machine is secured by placing two shoes on the same shaft directly opposite one another and each driven by its own eccentrics. The motion of the two spring-suspended shoes makes hardly any noise.

By means of a positive worm and gear drive brushes are constantly carried back and forth under the screens automatically and the perforated metal is kept clean.

The bearings may be either of the self-oiling type or ball bearings, for eccentrics, eccentric shaft post boxes and fan shaft. The ball bearings result in lower insurance rates and greatly reduce the cost of maintenance by making it unnecessary to lubricate the machine oftener than once in 6 months, besides effecting a great saving of power and contributing to the smoothness of operation.

A cob carrier belt is furnished on the wider, higher capacity machines, discharging at one side of the machine only. The lower capacity, narrower machines are constructed with spout discharge which conveys the cobs to both sides of the machine.

When cleaning corn as it comes from the sheller into the automatic feed box it emerges therefrom at just the right velocity in regulated quantity and enters the first suction trunk, where a powerful vertical suction takes hold of the heavier screenings and drops them into a deep vacuum chamber, at the bottom of which is a helicoid conveyor, delivering them at the right or left hand side of the machine, while the lighter stuff and stringy material, silks and shredded husks, because of their tendency to clog a conveyor are diverted by a special valve and, together with the dust, pass directly over the vacuum chamber straight to the fans. Thus only the heaviest screenings are deposited in the vacuum chamber proper.

Leaving the suction trunk the mixture of corn, shucks and cobs drops on an inclined chute and passes thence to a series of three screens, arranged like steps. Corn kernels that would ordinarily be wasted by riding on top of the husks are dislodged as the husks fall from screen to screen. The shucks and cobs sliding into a deep trough are carried off by a gear driven wide conveyor belt.

The corn flowing thru the finger screens will have dropped on a lower set of sieves taking off the split, cracked and broken kernels and foreign seeds, while the corn itself glides into a rear suction trunk to receive a very thorough finishing aspiration, pulling out immature kernels, weeviled grains and like heavy screenings.

To operate on wheat the air and switching valves are adjusted and the wheat is permitted to flow into the feed box, from which it passes into the first suction leg. As the switching valve in the upper shoe had been up-turned an opening was provided for the wheat to pass by gravity to the roughing screen, to scalp off straws, lumps of coal, stones, sticks, splinters, bag ties and like debris. This screen has a large area, is easily accessible and readily cleaned.

After all the rougher rubbish has been gotten rid of in the manner described, the wheat or other small grain flows in a wide, evenly distributed stream to the main screen—the one uppermost in the bottom shoe. When provided with perforations of proper size this main sieve does exceedingly nice work in the separation of the shorter straws, straw joints, unthreshed heads, corn, thistleheads; in fact—anything slightly larger than the wheat itself. The latter drops through the perforations and rides over a final screen suitably perforated

to ensure the extraction of cockle, particles of grain, weed seeds, etc. This inclined seed screen gently carries the wheat to the rear suction leg. The opening thru which it passes into the leg is likewise fitted with a rack and pinion gate, as already described, to prevent the drawing in of excess air.

The final air treatment given to the wheat ensures the withdrawal of those screenings which may have escaped the first suction. The screenings extracted are drawn up into the second vacuum chamber, deposited momentarily and carried thence outside the machine proper by a helicoid conveyor having its discharge on the right hand side (or on the left if preferred).

Men of mechanical interests and men experienced in the use of grain cleaning equipment have been more than generous in their expressions of approval and admiration for the entire design and construction of this new Eureka Combined Corn and Small Grain Cleaner, additional information regarding which will be supplied Journal readers on application to the manufacturers, the S. Howes Co.

## Pure Seed Grain.

[Continued from page 191]

grades of seed for plot work even if it can be had for 50 to 75 cents per bushel less.

If any of the grain men here want any of this seed for customers, they can place the orders for it thru the office of the Greater North Dakota Ass'n. In conclusion, there is one matter that I want to make clear and that is that we are not handling commercial seed, or seed in car lots. Our project is strictly one thru which we hope to place in the hands of individual farmers a comparatively small lot of pure seed of a standard variety with which he can get started and grow some good seed for quantity production on his own farm.

Washington, D. C.—A rice-shelling device for preparing rough rice for inspection by removing the hulls and indicating the hardness and the milling yield has been invented by W. D. Smith of the Bureau of Agricultural Economics. This shelling has heretofore been accomplished by hand and the aid of two corrugated boards. It is claimed the mechanical device will be less likely to vary and will permit more satisfactory grading of rice for milling qualities.

## GRAIN DRIERS

for

**COARSE GRAINS,  
SEED CORN,  
BEANS,  
PEAS, ETC.**

## ROTARY DRIERS

for

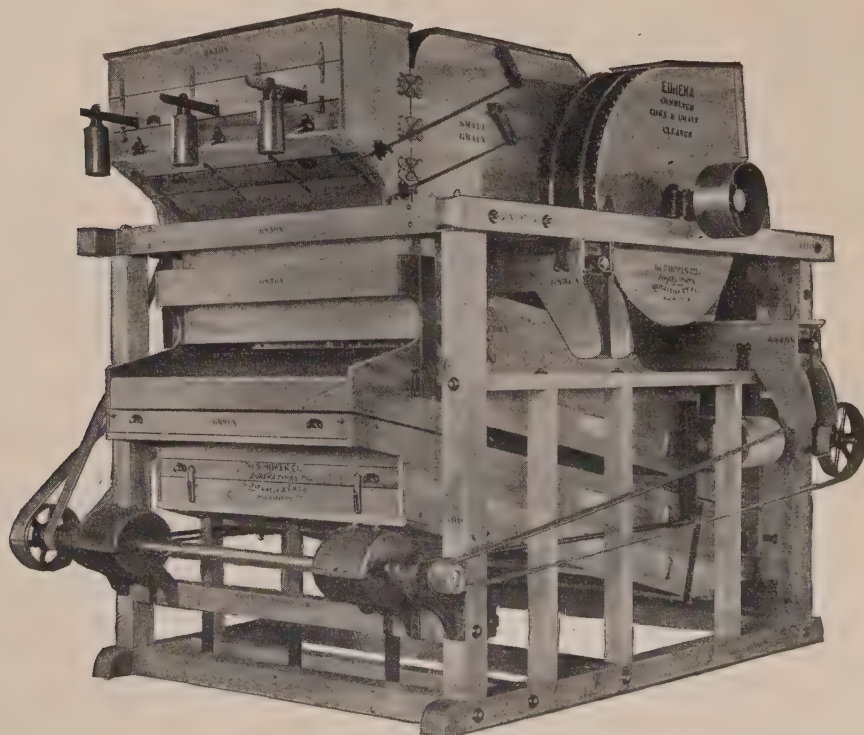
**MEAL, GRITS, STERILIZING PACKAGE GOODS, ETC., AND GRANULAR PRODUCTS OF ALL KINDS.**

*We would be pleased to correspond with you.*

## ELLIS DRIER WORKS

Division G. L. M. Corp.

**1323 S. Talman Ave., Chicago  
210 N. 13th St., Philadelphia, Pa.**



Combined Corn and Small Grain Cleaner.



## Patents Granted

**1,699,441. Apparatus for Treatment of Wheat.** Luigi Negro, Bucharest, Rumania. This is a device for husking grain comprising an injector body; a hood arranged above the injector body having a curved lower surface adapted to deflect the grain forced from the body; a nozzle for directing a fluid into the injector body; and a funnel-shaped casing for directing the grain into the injector body.

**1,698,121. Automatic Magnetic Separator.** Archie Burns, Des Moines, Ia. The separator comprises an inclined chute for transporting non-magnetic material, a trap door in the bottom of the chute, a metal bar secured to the door, a plate secured in said chute and capable of engaging the bar when the door is in a closed position, and a magnet making contact with the plate, for holding the trap door in a closed position when the metal bar is in contact with the plate, and the retaining and holding of magnetic matter passing down the chute on said plate.

**1,700,163. Stringing Seed Corn.** Geo. P. Hiekes, Watseka, Ill. Combined with a supporting structure are superposed shafts having needles extending from and movable with one of the shafts, arms extending from and movable with the other shaft, needles extending from the arms at angles thereto, means on all of the needles for engaging a cord, an operative connection between the shafts for positively rotating them in opposite directions respectively, and means for actuating the shafts to oscillate the needles simultaneously in opposite directions respectively.

**1,701,023. Conveyor for Grain Weighers.** Arthur C. Van Houweling, Pella, Ia., assignor to Hart Grain Weigher Co., Peoria, Ill. Combined with a discharge hopper are an elbow pivotally mounted to discharge end of the hopper, a discharge pipe, means for pivotally connecting one end of the discharge pipe to the

discharge end of the elbow with the inner end of the discharge pipe spaced therefrom, and a pipe section for connecting the end of the discharge pipe with the end of the elbow in such a manner that free pivotal movement of the discharge pipe will be permitted.

**1,699,375. Grain Ventilator.** Roscoe Renshaw, Strasburg, Ill. The ventilator comprises an upright ventilating stack consisting of a plurality of sections disposed one above another in alignment and in endwise contact, flanges upon the meeting ends of the sections having registering openings, bolts secured thru the openings and

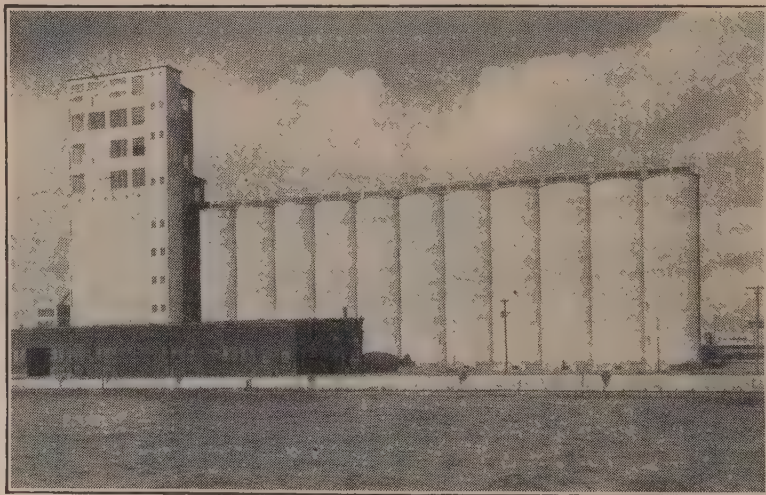
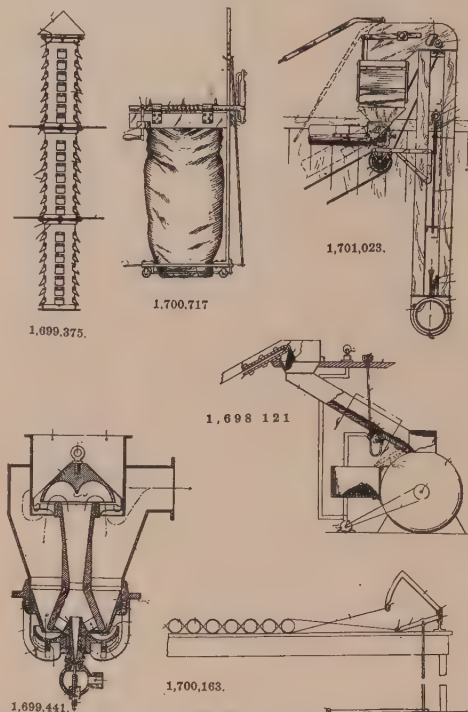
connecting the sections of the stack in a vertical series, the walls of the sections having ventilating openings, baffles upon the sections extending opposite the openings to prevent the passage of grain thru the openings, and brace rods secured at their inner ends by certain of the bolts and extending radially from the stack.

**1,700,717. Sacking Stand.** Sebastiano Piombo, San Francisco, Cal. The sacking stand comprises a standard, a frame supported by the standard and including spaced horizontal arms between which a sack is adapted to be placed, shafts rotatably mounted on the upper sides of the arms, crank arms projecting from the ends of the shafts, pins projecting upwardly from the shafts, a spring associated with said frame and the shafts normally maintaining the pins extending upwardly above the shafts and providing for movement of the pins downward and inward so as to point towards one another, a link pivotally connected at its ends with the crank arm, an operating lever connected with one of the rotatable shafts, the pins and rotatable members being arranged to permit a sack to be placed between the shafts and up over the pins whereby when the pins are swung downward and inward the sack will slip off the pins.

### Storage Capacity of Canadian Elevators.

The Western Inspection Division of the Dominion of Canada has 5,343 country elevators with aggregate storage capacity for 178,622,430 bus.; 18 manufacturing elevators with capacity for 2,570,150 bus.; 10 public terminal elevators with capacity for 38,067,210 bus., and 82 private terminal elevators with capacity for 86,485,000 bus., according to the latest record made by the licensing and bonding department of the Board of Grain Commissioners, completed last month.

The Eastern Inspection Division has 28 public terminal elevators with aggregate capacity for 52,510,000 bus. This makes the total for Canada 5,481 elevators with aggregate capacity for 358,254,790 bus.



Panama-Pacific Export Elevator, Ogden Point, Victoria, B. C.

A New Modern Canadian West Coast Export Elevator Equipped with

# HESS GRAIN DRIER

The World's Largest and Finest Elevators use the

## HESS DRIER

HESS WARMING & VENTILATING CO., 1207 So. Western Avenue, Chicago, Ill.  
HESS DRIER CO. OF CANADA, LTD., 68 Higgins Ave., Winnipeg, Man.



## Feedstuffs

**SUNNYSIDE, WASH.**—Fire caused \$40,000 loss to the alfalfa mill and contents of the Falls City Mill & Feed Co. recently.

**ST. LOUIS, MO.**—W. F. Ryan, pioneer member of the St. Louis Merchants Exchange and active feed dealer here, died very suddenly late last month.

**NASHVILLE, TENN.**—The new \$50,000 feed manufacturing plant of the Shawnee Mill & Grain Co. has been completed. It has capacity for about 1,000 bags per day.

**PHILADELPHIA, PA.**—Monroe A. Smith, Samuel A. King, D. J. Sullivan, Geo. A. Wenz and W. O. Fehling have been appointed to the feed com'ite of the Philadelphia Commercial Exchange for the ensuing year.

**MILWAUKEE, WIS.**—Fred Steinmueller, 77, pioneer feed dealer here, died early last month. He had been in the flour and feed business for over 50 years. He is survived by his widow, three sons and a daughter.

**BEDFORD, O.**—F. J. Brooks, Fred DeFrench and H. J. Carey are identified with the Bedford Milling & Coal Co., which has taken over the properties of the defunct Bedford Milling Co. Complete stocks of feed will be carried.

**AN ALCOHOL-soluble** extract of cod-liver oil showed no greater calcifying properties, gram for gram, than a good grade of cod-liver oil in experiments to compare the vitamin A and D content, as reported by H. E. Munsell and H. Black.

**ESCALON, CAL.**—The large warehouse of the Escalon Feed Co. was destroyed by fire recently. A bean cleaning department housed in this building was destroyed with it. Loss was estimated at \$8,000. Plans for reconstruction are under way.

**ATTICA, N. Y.**—Death called J. C. Thomas recently. He was one of the active officers of the Purity Oats Co. and the Thomas-Boyce Feed Co. here and a force for good in the entire feed industry. His many friends extend their sympathies to the bereaved family.

**BUFFALO, N. Y.**—The old Wheeler Elevator property has been purchased by the Co-operative Grange League Federation Exchange, which proposes to erect a modern feed mill thereon in the near future. The organization is already operating two feed mills here.

**CAMBRIDGE CITY, IND.**—A Roscoe Ajax Oat Huller is being installed in the plant of the Woodhead Feed Mills, a building on the Pennsylvania Railroad which was recently fitted with feed milling machinery by Nelson W. Woodhead, and Thomas Woodhead, his son.

**STAR CITY, ARK.**—Edwin Moss, manager of the Lincoln Feed Co., has purchased the business from Spencer & Son at Monticello, the owners. Then he sold a half interest to A. B. Carter and the business is now being operated under the name of Lincoln Feed & Flour Co. A general wholesale and retail business is done.

**DENISON, TEX.**—Our new molasses plant, which operates with either the hot or cold process, tho so far we have been able to mix perfectly without heat, has capacity for 6 tons per hour. Our new Williams No. 2XX Ideal Hammer Mill has capacity for 5 to 6 tons per hour. With this equipment we can handle as much as 18 cars of mixed feed per day. Dairying and poultry raising is on the increase in this section and we soon expect to be doing a shipping business on our feeds.—Knauer Grain Co.

**DES MOINES, IA.**—Tom C. Dyer has been appointed manager of the mineral feed department of Sargent & Co., of which A. E. Sargent is pres. A corps of 20 salesmen have been employed to work under Mr. Dyer's direction. The feed is a balanced formula which includes Mineral Protin.

**CORTEZ, COLO.**—The steam power plant of the Cortez Milling Co. has been dismantled and is being replaced with five electric motors which will generate a total of 88 h.p. A corn meal bolter is being added to the mill's equipment and manufacturing of poultry feed will be added to the operations.

**NORTH KANSAS CITY, MO.**—A 5-bin, concrete elevator, 122 ft. high and having capacity for 28,000 bus. of corn, is under construction by the Arcady Farms Milling Co. at its plant on Armour road. The elevator is expected to be ready for use in about 30 days and is being erected at a cost of \$30,000.

**STERLING, COLO.**—The properties of the Logan County Milling Co. have been sold to the Fort Morgan Bean & Elevator Co. and C. B. Young, of Denver, has been made resident manager. The flour machinery is expected to be removed from the plant and feed grinding and mixing machinery installed in its place.

**PAULS VALLEY, OKLA.**—We purchased the building formerly occupied by the Pennington Wholesale Grocery Co. and installed a hammer type mill connected with a 50 h.p. motor by a Tex-Rope drive. We will manufacture our own brands of feeds and grind and ship alfalfa meal.—H. W. Lollar, Pauls Valley Grain & Seed Co.

**COLORADO, TEX.**—The Colorado Feed Milling Co., Inc., has almost completed installation of feed milling machinery to grind and mix 5,000 lbs. of feed per hour of any desired formula. The company is owned by business men of Colorado and vicinity, headed by Judge C. C. Thompson, and is incorporated for \$10,000. Additional equipment is expected to be installed later.

**THE COST** and composition of commercial feeding stuffs in 1927 is discussed by A. W. Clark, W. F. Walsh, M. P. Sweeney, M. G. Moore and F. J. Kokoski in bulletin No. 556 of the New York State Agricultural Experiment Station at Geneva, N. Y. It refers particularly to New York state and information on deficiencies, compositions, costs of protein in various concentrates and suggestions to purchasers of commercial feeds.

**KANSAS CITY, MO.**—Feed trade interests are protesting passage of House Bill No. 67 in the Missouri State Legislature which would compel feed distributors to place inspection stamps or tags on each package of feed at the set rate of 5 cents per ton, the stamps or tags to be issued by the Missouri State Board of Agriculture. The Southwestern Millers League, the Millers National Federation, the American Feed Manufacturers Ass'n and other interests are opposing the measure.

**TOLEDO, O.**—The Kasco Mills, Inc., have been re-organized and re-incorporated. Officers of the new company are Charles R. Keilholtz, pres.; W. S. Young, 1st vice-pres.; John W. Luscombe, treas.; S. M. Bender, sec'y. The board of directors includes these officers and F. J. Kieser, Sr., E. C. Froehlich, and Kenton D. Keilholtz. The operating personnel of the old firm has been retained. Frank C. Bowes, former ass't manager, is now general manager. Ernest Kieser is now sales manager. Don Reinhart is cashier and I. R. James is traffic manager. Harry Goldner continues as mill su-

perintendent. Members of the firm of Southworth & Co. have a controlling interest in the re-organization which will continue operation of the old plant.—Southworth & Co.

### New Trade Marks for Feedstuffs.

**FOND DU LAC, WIS.**—Trade mark No. 272,830 has been issued the National Food Co. for a powdered or granular food for calves. The lettering "National No Milk" appears in white against a red and green background.

**MANKATO, MINN.**—The Hubbard Milling Co. has filed trade mark No. 275,880 for stock feed. The design is alternate white and colored, narrow, circular bands on a rectangular background and having imposed in the approximate center a white space.

### Eastern Feed Merchants to Meet.

An excellent program has been prepared for the annual mid-winter meeting of the Eastern Federation of Feed Merchants to be held at Binghamton, N. Y., Feb. 21 and 22. The Arlington Hotel will be headquarters and business sessions will be held in its Spanish Ballroom.

Prof. V. B. Hart, New York State College of Agriculture, is on the program to discuss the farm inventory plan which has been in operation for the past two years.

Dr. F. B. Morrison, New York State College of Agriculture, co-author of "Feeds and Feeding," will tell about "New Developments in Dairy Feeding," discussing vitamins and minerals in the dairy rations.

David K. Steenbergh, Milwaukee, will discuss "Promotion Plans That Help Build Business," and conduct a class in advertising.

The annual banquet will be held the evening of the 21st.

The forenoon of the second day will be devoted to round table discussion of the most pressing problems of the eastern feed trade.

### J. P. PARKS MILL FEEDS

Dried Buttermilk—Linseed & Cottonseed Meal  
Brokerage Exclusively  
400 New England Bldg. Kansas City, Mo.  
327 So. La Salle St., Chicago, Ill.

### CHICK - FEEDS

Starting and Growing Mashers  
Emery Thierwechter Co.  
Oak Harbor, Ohio

### FAIRMONT'S

Pure Flake  
Buttermilk

9 Large Plants  
Excellent Service

THE FAIRMONT CREAMERY CO. U.S.A.  
OMAHA, NEBRASKA



## Grain and Feed Dealers Meet at Los Angeles.

A local meeting of the California Hay, Grain and Feed Dealers Ass'n was held at Los Angeles, Cal., Thursday evening, Jan. 24, at the Elite Cafe. Seventy-six members and guests sat down to an excellent dinner after which Pres. O. H. Blasingham of the state association addressed the dealers on the purpose of the meetings. He had each person present rise and introduce himself to those in attendance.

L. W. BARLOW of Barlow & Dean, San Gabriel, Cal., took the chair, and Mr. Bradshaw acted as secretary.

H. M. MADDAFORD discussed legislation now pending before the state legislature. He said more bills than ever before had been introduced and some were extremely dangerous to the grain, hay and feed trade. He told of a few.

Bill No. 12 in regard to selling seed in quantities of 5 pounds or more. The seed must carry a warranty. A most vicious measure as seller must guarantee that a crop must grow. He said the seedsmen's association would oppose this bill.

Bill 107 limits the sale of certain poisons which have been sold by feed and seed dealers for farm use to druggists only.

Bill No. 43 requires commission merchants to set up a trust fund from the sale of all products and not pay out to seller only from such funds. It was said this bill would hurt both the producers and the commission men.

Bill No. 89. The crop mortgage holder is liable for all labor equal with mortgagor unless notice is posted. This bill affects the hay men.

Bill No. 78. Sacks and the weight thereof must be included in the net weight of the grain.

MR. KNIGHT introduced a resolution opposing the above bills and recommending that they should not be passed. It was adopted.

ROY MASON of the Pacific Bone, Coal & Fertilizer Co., gave an interesting talk on Bone Meal. He said there was from 800 to 1,000 tons of bone meal used monthly in the districts west of Salt Lake City. He mentioned the five different kinds of bone meal fed to poultry and animals, and discussed the merits of steam, raw and green. He seemed to think that steam bone meal was the best.

DR. W. D. MOARITY, Prof. of Economics of the University of Southern California. His subject as announced was "Free Goods for Advertising," said, Each business group must solve its own problems from within. Legitimate business has a right to be protected from illegitimate business. Effective completion depends upon intelligent sellers and buyers. As a consumer you must trust the man from whom you buy and the store with which you deal for the average buyer can not judge values. Merchandise needs competition on quality and not on price. You feed dealers need to sell your goods to compete on quality and not on price. Can you develop the professional attitude, so your customers will believe that the quality of what you have to offer, price considered has the quality of the goods they want.

DR. JAFFA of the state department at Berkeley was scheduled to talk on Feed Adulteration, but was sick and could not come.

ROBERT G. WRAY of the department spoke on feed adulteration. He said all kinds

of stuff had been going into mixed feed but that was now stopped. Description of feed on the tag could have a tolerance of 1 per cent that ground barley and oats should be tagged as to protein, ash and fibre.

MR. ANDERSON, chemist of the state department told of the process followed by the state department to determine the analysis of feed samples. A sample of about 2 grams is used, first the protein with about 1 per cent tolerance; second, for ash; third, for fat which required about 16 hours, and fourth for fibre.

MR. BARLOW: This association is doing a great amount of valuable work for the grain, hay and feed trades, and all you men should belong. It costs money to keep someone at Sacramento to lobby and protect our interests. If we don't get anything else out of the association except to have our interests looked after it is worth the price. If you are not a member join now.

R. V. ANDERSON of the Sperry Flour Co. spoke in the interests of the dairymen. He said they need our help. In penal code No. 597 pertaining to cruelty to animals there is a joker requiring shelter for all dairy animals. It is being enforced by the Society for the Prevention of Cruelty to Animals, egged on by certain real estate men, who wish to oust certain dairymen so they can get the property for subdivision purposes. We as feed men are vitally interested. We can't change the law, but we should get back of a change in the penal code which has been submitted to the legislature. It was moved and carried that the Ass'n back this bill.

The meeting adjourned subject to the call of the president.

## Cattle Fed on Increase.

The number of cattle on feed for market in 11 corn belt states was 3 per cent greater on Jan. 1, 1929, than on Jan. 1, 1928, according to the estimate of the U. S. Dept. of Agr. Most of the states showed an increase, but the largest were in Illinois, Iowa and Nebraska.

A corresponding increase in the sales of commercially mixed feeds should accrue to grain dealers serving these districts.

## Consistent Formula Brings Best Results.

The inconsistency of feed conference boards in recommending one mixture and changing it shortly afterward as well as the constant changing of formulas to take advantage of the cheapest ingredients is criticized by O. M. Kile, feed specialist.

"Can two entirely different rations both be the finest possible?" he asks. "So far as I have been able to find out the best manufacturers of ready-mixed feeds do not change the ingredients in their formulas unless they at the same time change their brand name."

"Of course, there are some smaller mixers who will put in the cheapest stuff they can get to come up to a desired analysis, but the really big feed manufacturers say they do not dare change the ingredients in their feeds. They insist that the superiority of their feeds is the result of a long series of actual comparative feeding tests and that to change the ingredients would completely upset feeding results even though the chemical analysis on the tag remained the same."

There can be no doubt that an ever changing formula is incapable of bringing the best results, tho it is sometimes true that when one favored ingredient becomes too high in price it is desirable to change to another ingredient which will keep up the analysis of the formula, for if the favored ingredient is priced too high its highest producing ability will not make up for the difference in cost over the substitute.

Consistency, however, is the forerunner of reliability and if a feed with the same chemical analysis is constantly changing in its ability to get results, the feeder will soon lose confidence in it.

## Iron Valuable in Feeding.

Leading authorities on animal nutrition stress minerals as of great importance. While animals are often sufficiently supplied thru the normal feeds set before them, except in the case of a few common minerals of which many farmed soils suffer a deficiency, where any deficiency in the less known minerals occurs it must be corrected in order to maintain the health and productivity of the animals.

Henry and Morrison, familiar names to the feeding trade, state that when mineral is removed from an animal's ration the animal soon dies from mineral starvation. In fact, animals thus fed usually die sooner than when no food at all is given.

Among the important minerals which the animal body contains and requires, a small amount is iron. Experiments have shown that it is a necessary part of the blood, where, in combination with protein, it makes up the red corpuscles so important to the distribution of oxygen in the body.

Deficiency of iron results in anemia. Nature reacts by enlarging the heart and increasing the amount of blood, but where deficiency continues animals soon die, because of the lack of oxygen delivered to the body cells. Deficiency of red corpuscles is made manifest by thin and watery appearing blood.

While there is iron in other parts of the body, the blood and the organs particularly suffused with blood contain by far the largest amount, approximately 70%. This is evident to the eye when a magnet is drawn thru tankage, which owes a part of its high protein content to dried blood blended with the other ingredients. It will come away bearing a portion of powdery malleable iron.

Inorganic iron has proven valuable where deficiencies occurred. In an experiment with two groups of laboratory animals fed on the same iron-free ration, one group having the advantage of an inorganic iron added in the form of iron oxide, the first group lived only a few days. The group receiving the iron not only lived thru the experiment but gained weight and thrived. Further experiments demonstrated that inorganic iron passing thru the animal's digestive tract effects changes in the sulphur found in the digestive system which permits more efficient use of the iron consumed in the organic state.

A number of manufacturers of commercial feeds have improved their products by adding a small quantity of iron oxide. The actual cost in the completed formula is negligible and the tonic properties make it extremely valuable. Small manufacturers, confining themselves to a restricted territory, can utilize it to good advantage, since it mixes well with other ingredients and helps to maintain uniform color in addition to improving the feeding value of their formulas.

**Insects Injurious to Crops, or Grain-Inesting Insects**, by A. V. Znamenskii, is a handbook on important cereal crop pests in Poltava. Many of the insects are illustrated in colors.

## Exports of Feeds.

Exports of feeds of domestic origin during December, 1928, compared with December, 1927, and for the 12 months ending with December, are reported by the Bureau of Foreign and Domestic Commerce as follows:

	December 1928	December 1927	12 mos. ending December 1928	12 mos. ending December 1927
Hay, tons..	1,290	1,255	14,471	13,538
Cottonseed cake, lbs..	69,504,661	61,123,844	409,620,979	623,370,865
Linseed cake, lbs..	44,427,532	49,720,541	547,474,712	646,355,825
Other oil cake, lbs..	3,598,649	847,108	39,228,841	23,017,028
Cottonseed meal, lbs..	51,038,375	25,580,930	171,397,393	257,728,196
Linseed meal, lbs..	2,141,485	4,278,834	14,133,195	16,941,458
Other oil meal, lbs..	146,485	119,725	5,079,327	2,555,434
Prepared and mixed feed, tons.	2,253	2,881	26,987	46,318
All other feeds, tons	5,593	2,608	43,454	35,055

## Feed Movement in January.

Receipts and shipments of feedingstuffs at the various markets during January, as compared with January, 1928, in tons, were as follows:

	Receipts—1929	Receipts—1928	Shipments—1929	Shipments—1928
Baltimore .....	1,298	853	44,416	42,626
Chicago .....	16,207	14,176	44,416	42,626
Cincinnati .....	840	210	18,800	18,080
Kansas City .....	6,840	4,960	9,660	9,720
Milwaukee .....	2,240	3,530	50,840	46,411
New York .....	20	.....	.....	.....
Peoria .....	29,160	37,140	.....	.....



## Feed Dealers' Ass'n at Buffalo.

Over 60 active members attended the mid-winter meeting of the Mutual Millers & Feed Dealers Ass'n, held in Buffalo, N. Y., Jan. 17 and 18. Attendance from Buffalo mills and jobbers brought the registration to over 100.

During the course of the convention delegates went on record as overwhelmingly in favor of a strictly cash basis, tho some favor was expressed for a limited credit basis.

Information on estimated market prices, published by state agricultural departments, was condemned as "misleading and inaccurate."

A resolution was passed urging the Special Farm Relief Com'te, appointed by Gov. F. D. Roosevelt of New York, to inquire into the activities of the Grange League Federation and other cooperative organizations to learn if such activities have undue influence in artificially inflating prices of feeds and raw materials at certain times.

The New York State policy of demanding \$25 registration fee for mixed feeds, regardless of whether they are sold in restricted local territory or all over the state, was protested, and a com'te named to seek reduction of this fee to \$10 for feeds sold in restricted territory.

The Ass'n voted to extend its activities to include new counties in Pennsylvania and increase its membership by 50%.

A "speechless" dinner the evening of the first day proved a great success socially and was followed by a theater party that was equally well enjoyed.

## Ultra-Violet Rays for Cereals.

In the Quaker Oats Co.'s plant at Cedar Rapids, Ia., wheat with the bran removed is subjected to irradiation from a quartz-mercury electric lamp while traveling on a conveyor belt, to impart the vitamin D, under the process invented by Professor Harry Steenbock of the University of Wisconsin.

To insure complete treatment the wheat is spilled on another conveyor belt and again subjected to the rays from the battery of lamps.

Professor Steenbock surrendered his patent rights without personal gain, and stipulated that no increase in price could be made for the foodstuffs treated with the ultra-violet ray. He further stipulated that the quality of the product should be kept constant. As a result, he has made several visits to the plant during the period when experimental work was begun two years ago, and more particularly within the last seven months that production has been under way. He makes tests from time to time to see that the treated cereals do not vary.

Tests are made by feeding irradiated cereals to rats, then killing the rats and determining how much of the calcium is retained in the bones. Irradiated cereals increase this retained calcium or lime 50 per cent over a similar diet with the cereal untreated, his tests show.

In the meantime frequent tests are made to see that the irradiation is of constant and uniform intensity and duration.

**FISH MEAL DATA**, by the Atlantic Coast Fisheries Corp. By-Products Department, is a collection of information regarding fish meal, its origin, its purposes, export and production figures, packing, feeding and effects on animals to which it is fed, composition, value of its component parts and other information in which the prospective feeder or feed manufacturer will be interested. It is a loose leaf folder and space is provided for additional information.

**Iroquois, S. D.**—C. W. Stoner & Son are remodeling one of their elevators and converting it into a feed mill. They are installing machinery for feed and corn meal grinding, oat hulling and feed mixing. The plant is so arranged that grain is dumped into the elevator driveway and handled thru the elevator machinery, making it an entirely mechanical plant, operable with minimum labor.

## Ration Can Not be Figured from Chemical Analysis.

It is a very common thing to find in official bulletins tables showing the amount of protein that can be purchased for \$1.00 in various feeds, the inference being that the more protein that could be purchased the more valuable the feed. This Ohio bulletin very positively shows that there is a distinct limitation to the quantity of nitrogen that can be utilized by an animal and that when more protein is fed than is needed by the animal the excess of nitrogen contained in it is excreted through the kidneys. Most of my readers of course know that nitrogen constitutes one-sixth of the protein.

The plain facts of the matter are that a certain amount of the nitrogen in a feed is digestible and a certain amount indigestible. Of the amount digested the cow uses what she needs for milk production and what she needs for repairing the wastes of the body and beyond that all extra nitrogen is worthless for maintenance or production purposes, and is accordingly voided in the urine; of value only for fertilizer, and even then not worth a great deal because most all the urine produced on a farm is lost.

Science of feeding has long got past the stage where a ration can be figured out from the chemical analysis of ingredients. Enough nitrogen is enough, provided it is from protein of the right sorts. Any excess of nitrogen is worthless except from a fertilizer standpoint, and may be injurious to the health of the animals because of the greater tax that it places upon the kidneys.

Professors Holst and Newlon of the University of California in a bulletin on poultry feeding set forth the subject in very concise form. They say:

"If protein is provided in excess of requirements, the amino acids are formed and absorbed by the blood as usual. In the liver, however, they are deprived of their nitrogen, thus being transformed into one or both of two other classes of nutrients, carbohydrates and fats. The fate of the tissue protein after it is worn out is similar. It is broken down into amino acids, which are then deprived of their nitrogen, the remaining part being used in the animal organism. The nitrogen thus separated from the amino acids does not appear in the free form, but is normally split off as ammonia, which is transformed inside the bird's liver into uric acid and urea, substances which are then expelled as parts of the urine through the kidneys. A diet too high in protein, therefore, puts an unnecessary and dangerous burden on these organs."

One thing further these facts plainly prove, and that is that all the elaborate calculations made for the purpose of balancing rations are farcical in the extreme. For the production of a certain amount of milk the cow needs a certain amount of protein, and she needs a certain amount for the repair of her body tissues. These requirements are much less than are ordinarily considered necessary, much less in fact than the so-called feeding standards call for.

Any excess of protein is split up by the body, the carbohydrates of the protein are utilized for heat and energy; the surplus nitrogen of the protein is eliminated, sheer waste. What we need as an ideal in dairy feed is, first, a sufficient amount of protein or nitrogen for milk production and maintenance; we need easily digested feed; we need feeds that contain the right kinds of proteins in the proper proportions; we need palatable feed, and we need feed that is healthful. Whether a feed conforms to these requirements can only be definitely determined by actual feeding trials and experiments.—Chas. Staff in Larro Dealer.

**Definitions and standards for food products** have been reissued by the U. S. Dept. of Agriculture as Service and Regulatory Announcements No. 2, a pamphlet of 20 pages.

## Durham Cane Feed MOLASSES

TANK CARS—BARRELS

Penick & Ford, Ltd.,

Incorporated  
Corn and Sugar Cane Products  
Cedar Rapids, Iowa

## BOWSHER Crush Grind Feed Mills Mix

Rapidly crush ear corn (with or without husk) and grind all the small grains; either separately or mixed—mixed as they are being ground—not before or after. This saves time and labor.



**"COMBINATION" MILLS**  
Use the famous Cone-Shape burrs. Light Draft. Large Capacity. Solidly Built. Long Life. Special sizes for the milling trade. Sacking or Wagon Box Elevator. Circular on request.

The N. P. BowsHER Co., South Bend, Ind.

## New Improved Vertical Feed Mixer



Mixes  
With Less  
Power

Anti-Friction  
Roller  
Bearings

Thorough  
Mix Quickly

Ask for  
particulars

The Sidney  
Grain Machinery Co.  
Sidney, Ohio

## "Feeds and Feeding"

ILLUSTRATED  
19th Edition

By W. A. Henry and F. B. Morrison.

The recognized authority on feeds and feeding. Careful study of this book by elevator operators who grind and mix feeds will place them in better position to advise their farmer patrons as to the best in feeds. Keep it in your office within easy reach of your patrons and encourage their reading it.

Contains valuable formulae and suggestions on feed ingredients, proportions, etc.

Price \$4.50, f. o. b. Chicago.

**Grain Dealers Journal**  
309 S. La Salle St., Chicago, Ill.



## Feed Grinder

JENNINGS, OKLA.—A feed mill is being built here by A. D. Thompson.

VEEDERSBURG, IND.—The Bish Feed Co. has put in a new Jay Bee Hammer Mill.

HADLEY, PA.—A molasses attachment has been installed on the batch mixer in the Hadley Mills.

CENTER, COLO.—Chas. Anson has become manager of the Farmers Feed Mill here, which is owned by S. C. Sondles.

MARSHALLTOWN, IA.—Additional feed grinding equipment has been installed in the plant of the Douglas Flour & Feed Co.

PATTEN, PA.—F. E. Farabaugh has removed his old burr mill and has installed a new high speed elevator and feed mixer.

MILFORD, MICH.—The Milford Electric Feed Mill has been sold to Alfred Legg of Pontiac, who opened it for business Feb. 1.

NEWBERRY, IND.—Ground oats for feed is a specialty being developed by the Community Mill here, under management of T. N. Jean.—C.

EVANSVILLE, WIS.—A batch feed mixer has been installed in the plant of the Evansville Feed & Fuel Co. The company plans to do feed mixing on order, turning out any desired formula for the farmers of its community.

NORTH MANCHESTER, IND.—Citizens of North Manchester and the town's Board of Health are at loggerheads. The Board issued an order to close the hammer mill operated by C. I. Bashore in his feed store, declaring the noise and vibration and dust from the mill was injurious to the health of the people nearby. Business men of the community signed a petition protesting the action of the Board.

### Farmers Educated to Ground Feed.

"Ground feed is now considered a necessity on all farms, from the smallest to the largest," claims J. B. Deeds, head of an agency handling Jay Bee Hammer Mills in Tennessee, Kentucky and Alabama. "Agricultural colleges all over the United States advocate grinding and the experiment stations have shown that at least one-fifth of all unground grains fed is a total waste. County agents recommend ground feed. This concerted educational effort has produced results beyond expectations and has created enormous demand for ground feed. It is largely responsible for the success of the feed grinding business."

Mr. Deeds says ground feed utilizes the nourishment in roughage and makes it go 20% farther in feeding than when it is unground.

Grain dealers operating feed mills and handling feed ingredients will find it profitable to advertise in their local papers as does Archie Spurgin at Columbus, Ind. He utilizes a part of the space in his local paper to say his stock includes "Cotton Seed Meal, Oil Meal, Bran, Shorts, Alfalfa Meal and all such ingredients to enable the farmer to make his own feed mixtures as outlined by Purdue University."

### Linseed Meal Valuable Feed.

Linseed meal added to the ration gave largest gains in an experiment on finishing baby beef at the Michigan Experiment Station, as reported by G. A. Branaman and G. A. Brown in *Michigan Sta. Quart. Bul.*, 11 (1928). The experiment used 3 lots of calves with 5 steers and 5 heifers in each lot, averaging 362 lbs. in weight. Each lot received as much corn silage as the animals would eat twice a day. Alfalfa hay and a mineral mixture composed of equal parts of bone meal and salt were kept before them constantly. Whole oats were fed in equal parts with the grain ration for the first 60 days and at the rate of 1 part of oats to 3 parts of other grain for the next 30. In addition lot 1 was fed ground barley, lot 2 shelled corn and linseed meal, and lot 3 shelled corn. The experiment was conducted over a period of 205 days and the average daily gains were 1.97, 2.15, and 1.93 lbs., respectively, per head.

An average daily increase in gain, .22 lb., was accomplished in lot 2 over lot 3 because of the addition of linseed meal to the ration, and the calves in this lot sold at 50 cents per cwt. over those in lot 3 because of the better quality of flesh. The return per calf over feed cost was increased \$3.69 and the returns per bu. of corn 24 cents. Lots 1 and 3, compared, were practically the same except that the calves receiving ground barley were better finished and brought 25 cents more per cwt. on the market, or \$2.56 more over feed cost than those fed shelled corn only. All lots returned a fair profit.

### Shorten Feeding Time with Molasses.

Use of molasses and molasses sweetened feeds for dairy cows, steers, horses, hogs and other domestic livestock has become a widespread and profitable practice. As a practical appetizer, increasing production by increasing consumption of raw materials, it is an acknowledged leader.

It is to be expected that a product so efficient in the livestock field would also prove valuable in feeding poultry, particularly poultry on fattening rations where the time element is important and high consumption of rations necessary to maximum weight. Sugar is fattening and molasses offers sugar in its cheapest form.

In fattening tests at the Ohio State University spring fries fed on dry crate fattener to which  $7\frac{1}{2}\%$  Durham Cane Feed Molasses was added showed a 6.4% greater gain over original weight than a check lot which received no molasses. The cost of the grains was 3.59 cents per lb. less and the top grade 17% better than in the case of the check lot. Molasses in laying rations increased egg production, 20%.

These experiments, conducted at Ohio State University over a period of two years, led to the following conclusions:

Cane molasses may be used to replace corn pound for pound up to 10 parts of the rations used for starting and growing chicks, laying hens and fattening birds. It adds to palatability of the rations, causes increased water consumption, is slightly laxative in action, and has a favorable influence upon the health and appearance of the birds. Cane molasses furnishes carbohydrates in easily available form. It carries considerable vitamin B and it is believed that molasses creates a condition in the digestive tract that is unfavorable to the development of bacterial troubles, such as coccidiosis. When included in rations of fattening birds, molasses increased food consumption and produced better gains.

Cane molasses is a good preventive for worms in poultry. Fed in proportions of about 5% mixed with the mash it will guard against infestation. If the birds are infested it is necessary to use deworming measures. These followed with molasses in the feed will prevent reinfestation.

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Carload or Less Carload.

Write or Wire for Prices.

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An interesting and informative  
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## Feeding of Young Chicks.

By R. O. JOHNSON

**VERY GOOD COMMERCIAL CHICK MASHES** are on the market and better results will be obtained in the rearing of chicks on high-grade commercial feeds, than on home mixtures, due to the fact that feed manufacturers are able to secure ingredients of superior quality, and of much wider variety which permits them to produce a scientifically balanced ration thoroly mixed. When deciding on a commercial mash be sure it is of the best quality and if possible to secure one that is supplemented with a complete mineral mixture, the results will more than pay for your trouble.

**STARTING YOUNG CHICKS.**—Do not feed chicks till they are at least 60 hours old. For the first feed mix three parts commercial starting mash, or rolled oats with one part egg yolk (hard boiled). Place this material on a board or paper and let the chicks have access to it for about twenty minutes, then remove the board and in about three hours give them access to the feed again. This should be done four times the first day of feeding and five times the second day. At the time of first feed, place a small amount of sour milk or buttermilk before the young chicks. Milk is quickly and easily digested, and creates a favorable influence in promoting growth and in reducing mortality.

**DIRECT SUNLIGHT** is essential and provision should be made to take advantage of it at every opportunity.

When the chicks have been fed the egg yolk mixture for two days change to mash and scratch feed.

The mash hopper containing the mash should be open about two hours the first day change is made, four hours the next day, and so on, until the chicks have access to it the entire day.

Use commercial mashes supplemented with a complete poultry mineral mixture, preferably.

If home mixture is used the following formula will be found very satisfactory.

### Mash.

Two parts corn meal  
Two parts ground oats (hulled)  
Two parts bran or ground wheat  
One part dried milk  
One part complete poultry mineral

### Scratch.

One part fine cracked corn  
One part rolled oats  
One part ground wheat

The scratch should be scattered in clean litter twice a day in the amounts that the chicks will consume readily.

The above formula should be fed until chicks are four weeks old, then changed to the following:

### MASH

20 pounds ground corn  
20 pounds fine ground oats  
20 pounds bran  
20 pounds middlings  
5 pounds meat meal  
5 pounds dried milk  
10 pounds complete poultry mineral

### SCRATCH

One part cracked corn  
One part rolled oats  
One part cracked wheat

The chicks should be given sour milk or buttermilk to drink. If an adequate supply is available the dried milk may be left out of the mashes.

An abundant supply of clean, fresh water must be available at all times. Provide some green food, such as alfalfa, clover, sprouted oats, lettuce, onions, grass, etc.

After the chicks are eight weeks old the following rations are satisfactory until the birds reach maturity.

### MASH

100 pounds ground corn  
200 pounds ground oats  
100 pounds bran  
30 pounds meat meal  
35 pounds complete poultry mineral

### SCRATCH

Equal parts—Corn, Oats and Wheat.

The feed formulas are as simple as possible to furnish an adequate ration and only such materials have been named as will be found readily available in most localities.

**Raw materials** used in the manufacture of animal and poultry feeds have been found suitable for feeding fish. C. M. McCay, W. E. Dille and M. F. Crowell of the animal nutrition laboratory, Cornell University and Connecticut State Hatchery, Burlington, Conn., report the results of experiments made with fish meal, corn gluten, red dog and peanut meal which proved trout thrive upon them, if they are supplemented with 30% raw liver. What ho! Next we'll have a dealer who handles feeds for fish.

### Sugar Beet Cake.

Production of sugar beet cake for animal feeding is possible under the new method of treating sugar beet refuse, developed by the Royal Danish Veterinary College and recently announced. This material has long been known as an excellent feed but its use was limited to farmers nearby since it could only be used while fresh.

The new method treats the refuse with chemicals after which it is pressed into cakes and dried. Tests have shown it will keep in good condition for many months. By its use Danish feeders hope to cut down some of the expense of importing feedstuffs.

## The MONARCH Corn Cutting and Grading Outfit is a Self Contained Unit

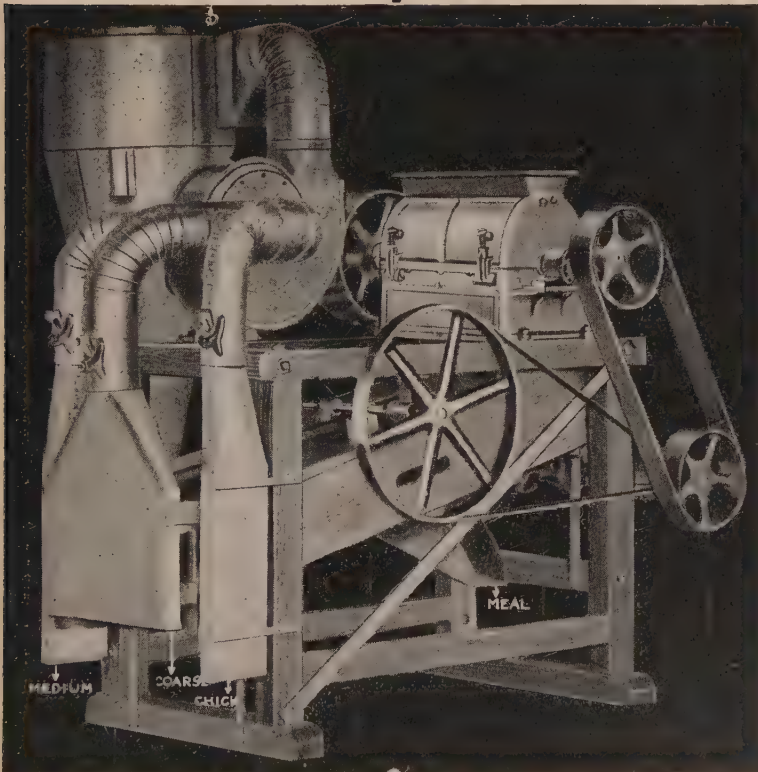
Especially adapted for installation in the Grain Elevator that is interested in making and selling Steel Cut Corn.

Write for complete details

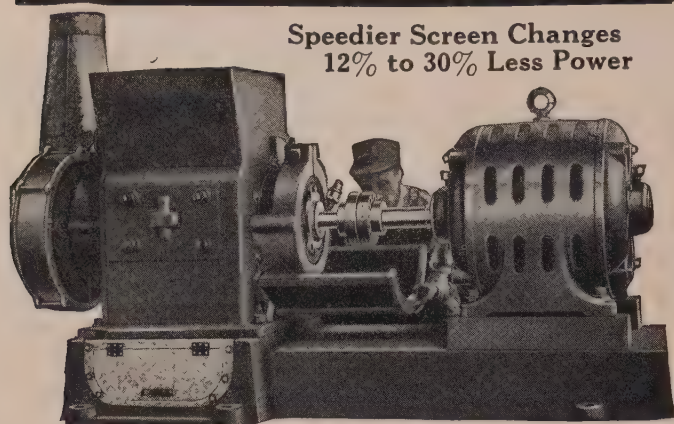
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## A New Williams Grinder — The "SPEED KING" —

Finishes grain or ear corn in one operation with 12% to 30% less power (proved by actual comparison). Has quickest method of changing screens—no need to remove cover. 50% heavier ball bearings. Improved hammers and discs, greater weight, no vibration and many other improvements. Eight sizes. Let us send descriptive matter.

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*The Mix Is Always Visible*

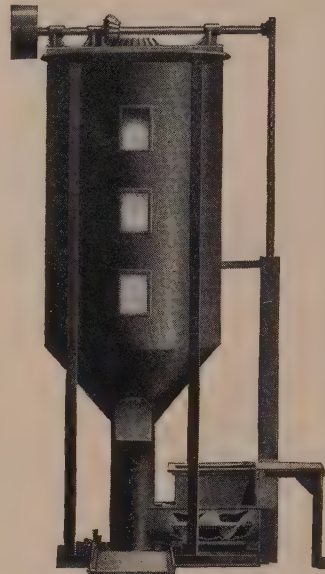
A self-contained unit shipped completely assembled ready for operation as soon as connected to power. No extra parts or elevators necessary. No millwright labor required. Easily set up or moved.

Manufactured in two sizes:

No. 1 Mixer capacity 50 cubic feet or 40 bushels.

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Either size furnished with pulley for belt drive or with electric motor and reduction gears for independent operation.



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Marion, Ohio

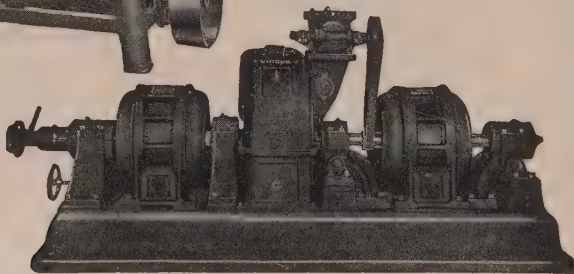
WE WANT LIVE SALES REPRESENTATION IN OUR OPEN TERRITORIES

# OF COURSE YOU HANDLE FEEDSTUFFS! BUT WHAT PROFIT DO YOU MAKE?

We can show you how to make your own feeds at a good substantial profit and also increase your business by giving better service to the farmers in your community.

### FEED GRINDERS

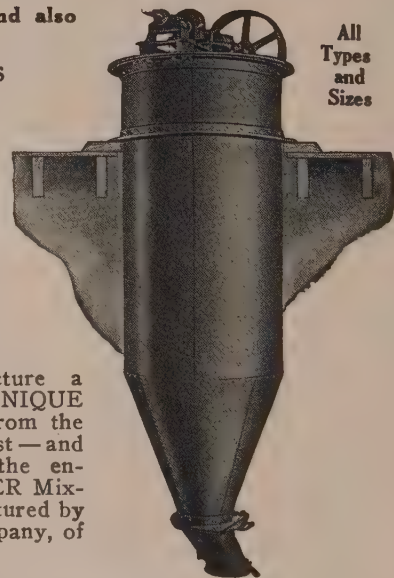
Here is a feed grinding combination which enables you to grind any type of feed the way customers want it ground. The UNIQUE attrition mill is known throughout the country as the mill that produces MORE and BETTER grinding CHEAPER.



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The UNIQUE Vertical Mixer is one of the most popular feed mixers on the market. The first cost is small — the machine is easy to install and economical to operate, and will mix all kinds of feeds at a profit for you.

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All  
Types  
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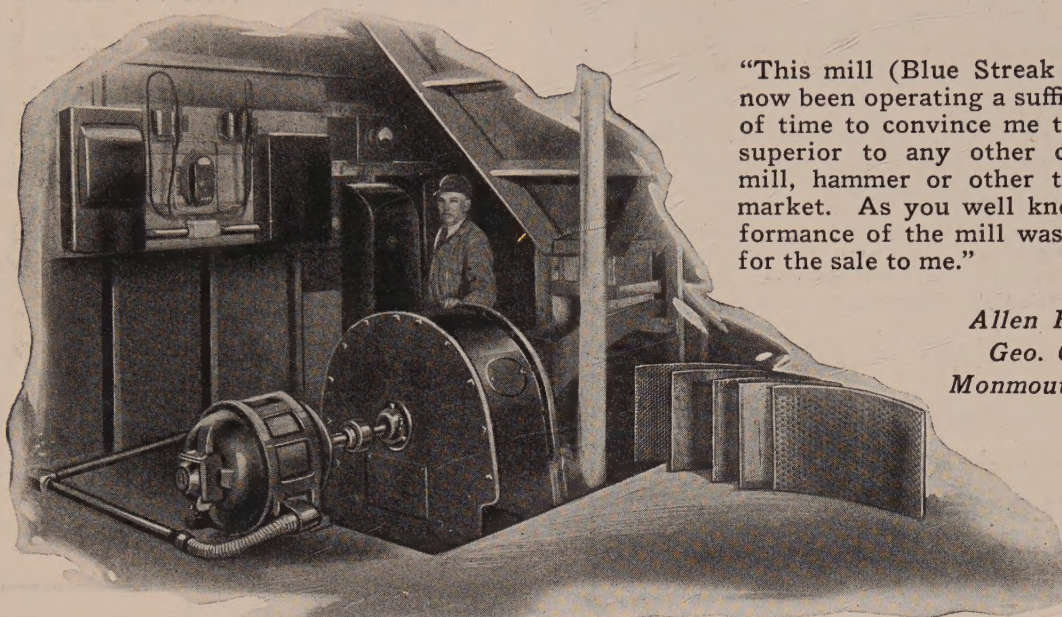
# Blue Streak

## Custom Hammer Mill

### THREE MODELS

- 1—Direct-Connected with General Electric Motor.
- 2—Direct-Connected with Waukesha Gasoline Engine.
- 3—Belt Drive.

### FOUR SIZES



"This mill (Blue Streak No. 50) has now been operating a sufficient length of time to convince me that it is far superior to any other custom feed mill, hammer or other type, on the market. As you well know, the performance of the mill was responsible for the sale to me."

*Allen Feed Mill,  
Geo. C. Allen,  
Monmouth, Illinois.*

### GUARANTEE

*The Blue Streak Hammer Mill is guaranteed unqualifiedly to grind feed better and at a lower cost per 100 pounds than any other mill now on the market. You are the judge.*

## Every Blue Streak Owner —A Satisfied Owner!

**R**EAD the excerpt from Mr. Allen's unsolicited letter again. Note how unqualifiedly he endorses the Blue Streak. Every Blue Streak owner has given us, either verbally or in writing, his enthusiastic approval.

**Owner Satisfaction!** This is the acid test for any product—and Blue Streak passes 100%. A unique and challenging record in the feed grinding field.

Vastly superior performance is responsible! As one owner writes: "At present prices for feed grinding, this mill is going to be very profitable for us." (Present prices for grinding are based on the cost of ordinary grinding methods—which are much higher than Blue Streak costs.)

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Send today—we'll gladly mail it FREE.

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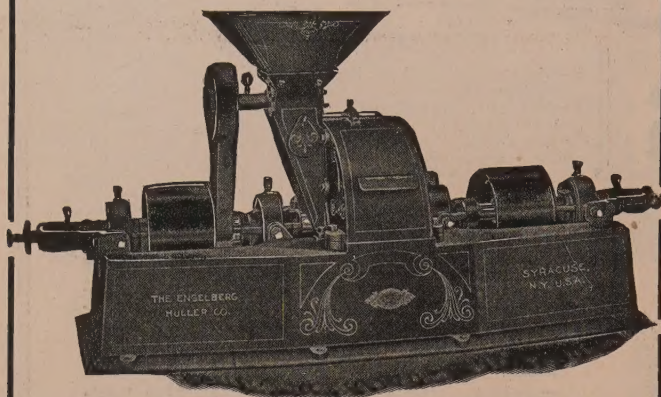
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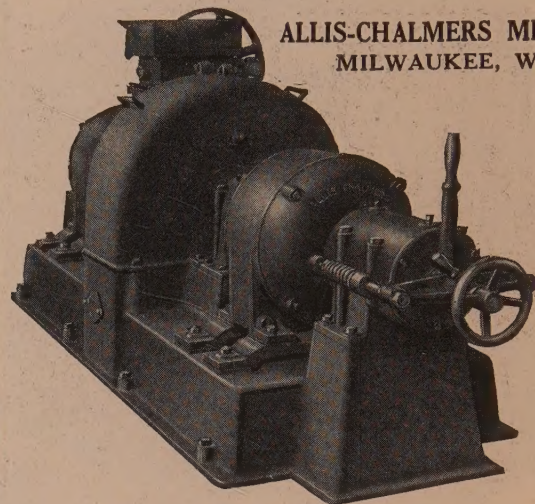
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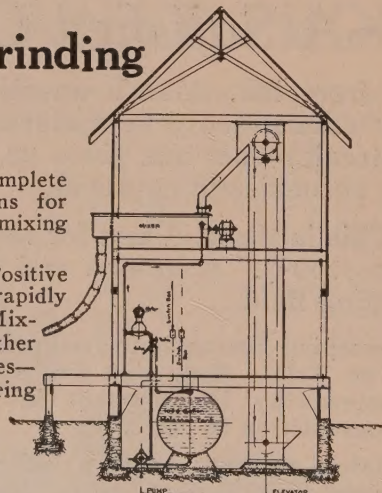
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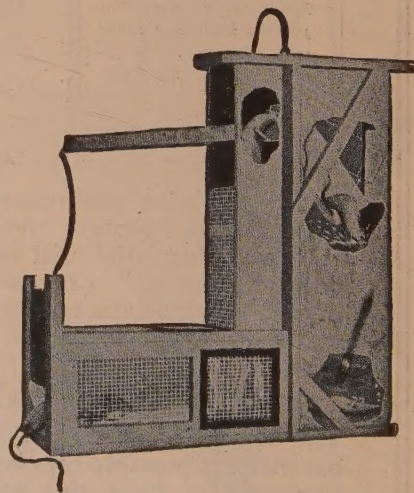
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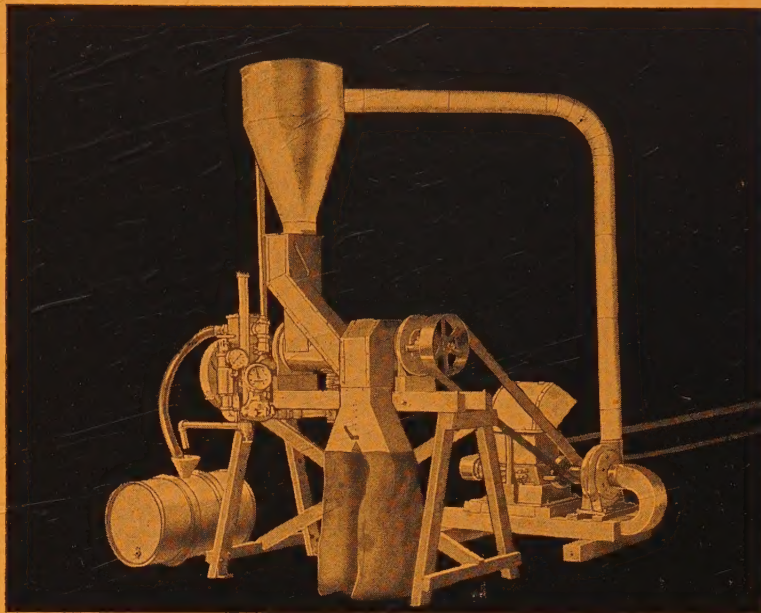


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It makes better molasses feeds than can be made in any other way. The molasses is thoroughly rubbed into the feed, not just plated on the outside as does the hot process. Feed made by this process comes out dry and does not cake in the bag. It is simple. Any intelligent man can make the best of sweet feeds. Here is the biggest money-making proposition ever offered the feed miller. It will put you far ahead of your competitors. It will bring you the business you have been trying to get.

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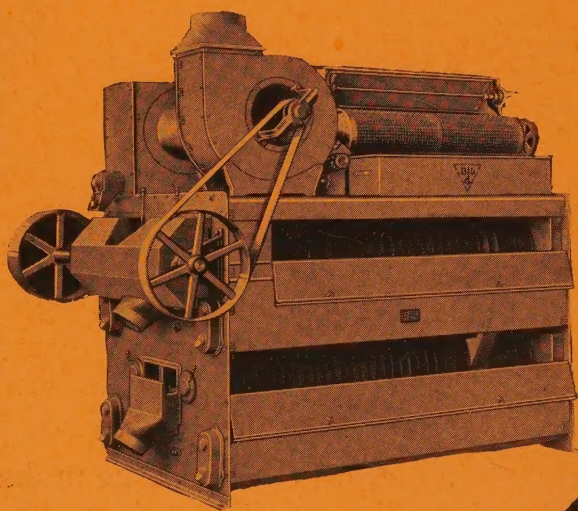
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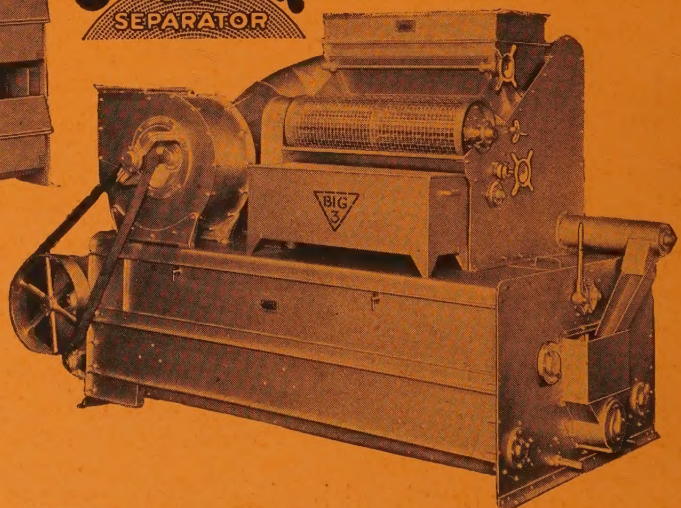
**E**LEVATORS that have Carter Grain-Cleaning Equipment will be busy cleaning seed wheat this spring. They are going to make **bigger profits** than ever before, because farmers are realizing more and more each year the necessity of planting **CLEAN** seed grain. And they prefer to have their grain cleaned on a Carter Disc Separator, because they know it gives them a cleaner separation than any other machine. Big, fat, healthy wheat kernels for seed with the foul weed seeds removed, mean a bigger crop—more bushels per acre in the fall.

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